

Chemist & Druggist

18 August 1973

THE NEWSWEEKLY FOR PHARMACY

a new deal! for you

Anusol cream is a new elegant preparation especially formulated to treat external piles and anal pruritus. It is the only cream available for you to recommend to your customers who are troubled by these conditions.

for your customers

Anusol cream combines the soothing, astringent and emollient properties of the Anusol formulation with the modern benefits of a non-greasy cream. Because Anusol cream is readily adsorbed onto the skin it will not stain clothes and will therefore be cosmetically acceptable to your customers.

anusol cream

a new deal for pruritus and piles

Each 100G. Anusol Cream contains Benzyl benzoate B.P. 1.20G., Bismuth oxide 2.14G., Balsam Peru B.P.C. 1.80G., Zinc oxide B.P. 10.75G. and Resorcinol B.P. 0.875G. Supplied in tubes of 23G. 'Anusol' is a registered trademark. Product Licence No 0019/0040. Further information on request.

William R. Warner & Co Ltd, Eastleigh, Hampshire.
Tel: Eastleigh 3131.

a chemist only product



CHRISTMAS GIFTS 1973

'Boots' hold
on cosmetics
is growing'

M. Millward
returns to
the attack

How to cheer up mouses



(or why New Melody means big business for you)

Britain has millions of mouses. Women with dull brown hair that lacks life and character.

Luckily, Britain also has Melody, the only hair colourant that's specially made for mouses. To give even the plainest Jane a rich, shiny, natural new brown hair colour. And now, *Melody is being relaunched in a big way.*

Heavyweight advertising.

A lot of mouses already know about Melody. Now we're giving it full-colour advertising support in leading women's magazines.

We're spending heavily between now and the end of the year at the same spending rate as the brand leader!

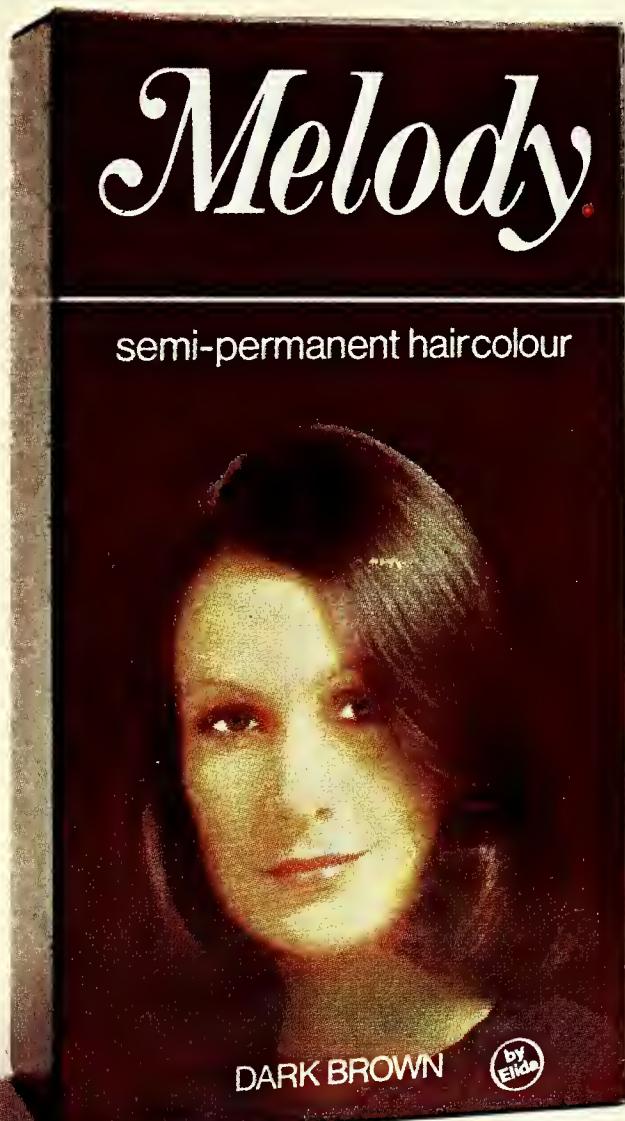
Eye-catching new packs.

Melody has nine beautiful shades of brown — more than any other colourant. And now these nine shades have nine striking new Melody packs to go in, each with its own glamorous illustration.

Melody, the specialist in brown.

Brown hair is the most difficult of all to get right. Yet Melody is the only hair colourant that actually specialises in brown. With nine beautiful shades, to give new life to mousey hair, and to cover up grey.

So make sure you've got plenty of Melody in stock. And start cheering up all those mouses!



Melody. One colourant, for millions of mouses.



Elida Gibbs Ltd
The Brand Builders

Steiner are saying they're the first name in hair.



During September, October and November, Steiner will be making a big splash in a most unusual way. Never before have Steiner set out to tell women everywhere just what Steiner is all about—salons, wigs and hair treatment products galore. Steiner want you to be prepared, to be ready to meet the demand, to help them tell your customers that Steiner is the first name in hair!

Watch for big, big advertisements in *Vogue*, *Harpers & Queen*, *Woman*, *She*, *Nova*, *Cosmopolitan*, *Honey* and *19*.

Steiner Products Ltd.,
66 Grosvenor Street,
London W1 Tel: 01 493 1144



Steiner
The first name in Hair.

18 August Vol. 200 No. 4874

The newsweekly for pharmacy
114th year of publication

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Published every Saturday by Benn Brothers Ltd
25 New Street Square, London EC4A 3JA

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Subscription Department

Lyon Tower, 125 High Street, Colliers Wood, London SW19 01-542 8575
Subscription: Home and Overseas £10 per annum 30p per copy
(inc. post)



Mr M. E. Millward makes a return to pharmaceutical politics with an appraisal of the profession's leadership (see p224).

'Branded generics'

Top quality, competitively priced generic products

bendrofluazide tablets BP	BERKOZIDE®	tablets 2.5mg & 5mg containers of 100 & 1000
diazepam tablets BP	ATENSINE®	tablets 2mg & 5mg containers of 250 & 1000
erythromycin tablets BP	ERYCEN®	tablets 250mg containers of 100 & 500
imipramine tablets BP	BERKOMINE®	tablets 10mg & 25mg containers of 250 & 1000 (10mg) 200 & 1000 (25mg)
L-dopa tablets	BERKDOPA*	double-scored tablets 500mg containers of 100 & 500
L-dopa capsules	BERKDOPA*	capsules 250mg & 500mg containers of 100
methyldopa tablets BP	DOPAMET*	tablets 250mg containers of 250 & 1000
nitrofurantoin tablets BP	BERKFURIN®	tablets 50mg & 100mg containers of 100 & 1000
oxytetracycline tablets BP		tablets 250mg containers of 100 & 1000
oxytetracycline capsules BP	BERKMYCEN®	capsules 250mg containers of 100 & 1000
oxytetracycline syrup		syrup 125mg/5ml bottles of 500ml
phenoxyethyl penicillin tablets BP	ECONOPEN® V	tablets 250mg containers of 100 & 1000
phenylbutazone tablets BP	FLEXAZONE®	tablets 100mg & 200mg containers of 250 (100mg & 200mg) & 1000 (100mg)
tetracycline tablets BP		tablets 250mg containers of 100 & 1000
tetracycline capsules BP	TETRACHEL®	capsules 250mg containers of 100 & 500
tetracycline syrup BPC		syrup 125mg/5ml bottles of 500ml

® Regd. Trade Mark *Trade Mark



The Leaders in Drug Tariff price branded generics.

Station Road, Shalford, Guildford, Surrey. Berk Pharmaceuticals Limited,

Leeds campaign collects over a ton of unused medicines

Enough poisonous material to kill the population of a city the size of Leeds was collected from one source during the Leeds collection of unused and unwanted medicines that was arranged during March 19-31. The material came from a farming area north of the city and outside the planned collection area—but it was accepted since it presented an obvious potential health hazard to that community. It comprised: 28lb white arsenic powder, 80lb assorted arsenicals—mainly sheepdip powder, 5 gal liquid arsenical weedkiller and 10lb cyanide fumigant. Special arrangements were made to dispose of those toxic materials.

From a population of slightly over half a million some 2,631lb of unused medicines were collected. A sample check revealed 49 per cent (108lb) were tablets and capsules, 35 per cent (76lb) liquids and 16 per cent (37lb) other forms. The 108lb of tablets, capsules, approximately 29,000 dose forms comprised analgesics (25 per cent, valued £37); antacids (4 per cent, £3.70); antibacterials (9 per cent, £77); cardiovascular, diuretics, K supplements (13 per cent, £54.15); antidepressants, hypnotics, sedatives, tranquillisers (17.5 per cent, £29.85), miscellaneous including patent medicines (31.5 per cent, £2.73). Liquid preparations had an estimated value of £13 and "other preparations", £16.00. The total value of sample = £233.45. Assuming the validity of the sample an estimated minimum value for the total return = £2,778.

100,000 leaflets urging the public to "Spring-clean your cupboard" were distributed from pharmacies and social services, and there was advance publicity in the local Press and radio.

The Leeds pharmacists who were concerned with the campaign believe the project proved a worthwhile exercise and the returns justified the time and effort spent but "it would, however, be foolish to suggest that we more than scratched at the surface of the problem".

Their report indicates that there is a considerable wastage of medicaments supplied through the NHS and they suggest that the DHSS should co-ordinate a similar national campaign without delay. They also recommend a publicity campaign by the DHSS to encourage patients to complete prescribed courses of treatment. Also with the idea of cutting the waste of public funds they suggest prescribers should prescribe by period of treatment rather than by quantity of tablets.

June retail sales index

The retail sales index for June shows that chemists and photographic dealers advanced 21 per cent against a rise for all retailers of 13 per cent. There was a 16 per cent increase for independent chemists,

compared with independent retailers generally whose figures rose by 12 per cent. The index for all chemists is now 185 and independent chemists 171 (100 = 1966). The figures for multiple chemists are not available, and NHS receipts are not included in the calculations.

Drop in number of live animal experiments

Fewer experiments on live animals were performed last year, according to a Home Office report published this week. A total of 5,327,123 experiments were performed, 280,312 fewer than 1971. About 86 per cent were without anaesthetic, and included inoculations, modification in diet and administration of pharmaceuticals. The experiments were performed by 10,554 licensees, although a further 5,589 were licensed for such experiments.

More than one million experiments were performed on behalf of government departments and bodies. Some 397,128 experiments were carried out for cancer investigations.

Better local anaesthetics claim from Canada

"Carbonated" local anaesthetics have proved superior to the hydrochloride salts currently in use, according to a report in *Canada Weekly*.

Work at McGill University's Department of Anaesthesia, Montreal, has shown that salts of carbonic acid with the local anaesthetic bases have a more rapid and powerful analgesic effect and have up to 15 per cent longer action than corresponding salts of the hydrochlorides. In 433 patients in labour, the incidence of pain ranged from 1 per cent using carbonated lignocaine to 12.8 per cent with amethocaine

Winning pharmacies in Kingsted Pharmaceuticals Ltd's Refrane competition have received cases of wine, among them B. W. Meekins of Norwich. Mr and Mrs Meekins are seen here with a member of their staff. Four pharmacies received wine plus a holiday in Holland for the entrant.

hydrochloride and was four times higher with lignocaine hydrochloride than with carbonated lignocaine.

The report concludes that carbonated solutions permit the anaesthetic base to enter body cells more quickly and in greater quantity. The only disadvantage appears to be that carbonated anaesthetics are more costly to manufacture than hydrochloride solutions.

ICI executive named as fair trading director

Mr Malcolm John Methven, a senior ICI executive, was appointed Director General of Fair Trading this week at a salary of £16,000 a year.

At present deputy chairman of ICI Mond division, at Runcorn, Cheshire, Mr Methven will take up his appointment on November 1. A solicitor, he had experience in consumer affairs when in charge of the litigation department of Birmingham City Corporation. While in the legal and purchasing department of ICI he gained knowledge of UK antitrust laws and in 1972 was appointed part-time member of the Monopolies Commission.

His office will be Chancery House, 53 Chancery Lane with an initial staff of 120. He is to seek out trading practices hurting the consumer and is empowered to refer monopoly situations, except mergers, to the Monopolies Commission, subject to veto by the Secretary of State for Trade and Industry.

□ Firms in categories one and two under the prices legislation who had not sent in their pricing and profit figures to the Prices Commission by the deadline last Saturday are being sent further reminders this week. They had already received reminders last week prior to the closing date.

EEC to investigate tranquillisers

The European Commission said last week that they were inquiring into the marketing of Librium and Valium by Hoffmann-La Roche, Switzerland, to see if Community rules of competition were likely to be infringed. It was noted that the prices of the two tranquillisers were on the whole higher in other Common Market countries than in the UK.



Eighty strains of bacteria isolated from IV fluids

Eighty strains of bacteria associated with two outbreaks of infection from contaminated intravenous fluids, have been identified. According to last week's *Lancet*, the strains were identified at the Computer Trials Laboratory, Central Public Health Laboratory, Colindale, London NW9, from samples produced by two firms, one of which was implicated during the Plymouth outbreak of bacteraemia in March 1972.

Of the 22 strains received from sources connected with the implicated firm, two strains (*K. aerogenes*) came from patients, 19 enterobacteria, pseudomonads and coryneforms) came from batches of 5 per cent dextrose solution, and one strain of enterobacter came from a washtank stopper at the factory.

According to the report, 58 strains were associated with 11 batches of intravenous fluids from the second firm. Seven strains were from patients, 4 from intravenous apparatus, 32 from the fluids and the remainder were from cooling water which appeared to be the source of infection of the bottles. Again organisms frequently identified were *K. aerogenes*, enterobacteria and pseudomonads. The authors say that the presence of *E. coli* and *streptococcus salivarius* in the cooling water suggests possible human contamination of the water. In 7 instances, additives of heparin or oxytocin had been added to the intravenous fluids.

Fluoride in drinking water—a hazard?

The safety and effectiveness of water fluoridation against tooth decay was questioned in a report last week.

Produced by the Scientific Committee for the Study of Fluoridation Hazards, the report says that fluoride "merely delays the onset of tooth decay" by one or two years, apparently due to a delay in tooth eruption and "slight" reduction in tooth enamel solubility. Enamel containing fluoride may be more brittle and teeth could become mottled and unsightly.

The report also suggests that the total intake of fluoride from the diet was "seriously underestimated" when fluoridation was first suggested and that it is "highly undesirable" for pregnant women and sufferers from kidney disorders, cardiovascular or rheumatic conditions, or thyroid disturbances to be subjected to increased fluoride intake.

The British Dental Association commented that the report was contrary to the World Health Organisation's view that "no health measure in the history of medicine has been so intensively studied as fluoridation". Evidence of numerous surveys and projects is that "fluoridation produces dramatic reductions in the incidence of

tooth decay with no indication whatsoever of any harmful side-effects".

The Department of Health's own eleven-year study stated that "none of the studies or investigations in this country has revealed any harmful effects" from drinking water fluoridated at 1ppm and not one allegation of harm claimed by opponents of fluoridation has ever been supported by reliable clinical evidence".

The Lambeth dig

Excavation on the site of the Pharmaceutical Society's new headquarters at Lambeth is being continued by the Southwark Archaeological Society although progress was somewhat slow, said a worker this week.

Since commencing the dig and unearthing a number of domestic articles (C&D, July 14, p34) little of historic value has been found. This is possibly due to excavations for previous houses abutting the Lambeth Road for which a network of drain com-

plexes and substructures were installed and are now being uncovered.

Time permitting the excavation is expected to go below these in the hope of finding earlier remains undisturbed by later builders.

'Child proof' unit packs—work started by BSI

Work on a development draft on "child proof" non-reclosable unit drug packages has been started by the British Standards Institution, 2 Park Street, London W1. The performance requirements and method of test for all non-reclosable unit pharmaceutical packages that claim child-resistant qualities will be specified. Guidance for people supervising tests will be given.

Draft standards for public comment, available from BSI, include a revision of the essential oils standard BS2999 for oils of cassia, lemongrass, litsea cubela and nutmeg. A draft revision for comment of BS2463 on medical transfusion equipment includes new sections on paediatric equipment and plastic blood bags.

Register losses

A total of 28 pharmacies were lost from the Society's register in July when 46 pharmacies closed and 18 opened. Scotland lost three, Wales three, London six, and the rest of England 34. Of those opening three were in Scotland, two in Wales, one in London and 12 in the rest of England.

Display carboy demand pleases makers

There is a booming business in display carboys since United Glass began making them again for the first time this century, says the company. To date, more than 300 have been sold in three weeks since the company announced it was now making them at its Brimsdown plant in North London.

More than 2ft in height, they are being made to the traditional pattern and are only available direct by mail order at a cost of £9.25, including packaging, transportation and insurance, and three sachets of non-toxic colourant. The carboy holds 2.7 gall of liquid and contains almost 14lb of glass.

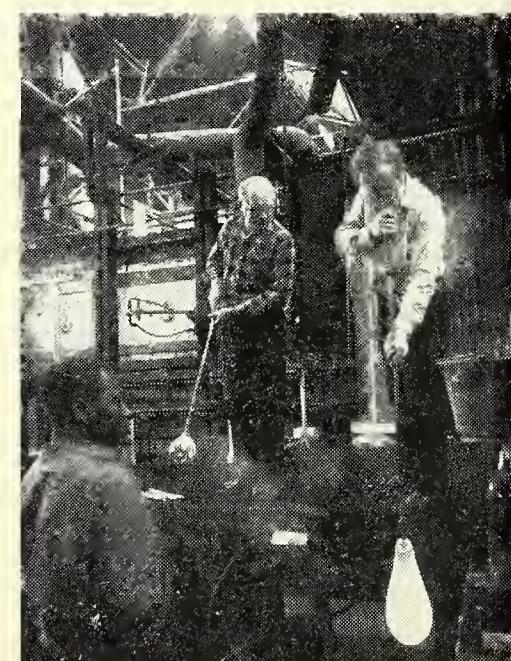
Leslie Minter, manager of the Brimsdown, glassworks, said: "We are delighted with the response to this enterprise. Ours is the only glassworks in Western Europe with people able to hand blow an object of this kind and we were initially looking for a way to develop the craftsmanship of our people. The carboy seemed a good answer as the shape is quite difficult, having a heavy shaped base, bulbous body and sharply tapering top. Our staff enjoy making them, and it is all the nicer to know that pharmacists seem to be appreciating them too."

Further particulars from the division at Kingston Road, Staines, Middlesex.

Footnote: Antique display carboys have been fetching from £100 to £250 at auction.

□ Twenty executives from leading companies in the pharmaceutical and toiletries industries as well as a representative from the Department of Health recently attended a glass user study course organised by United Glass. The two-day event at the

company's Technical Centre in St. Albans was one of a series of seminars organised by UG and included discussions and films on the manufacture of glass as well as an examination of the future needs in the field of glass containers. Said a company spokesman, Mr W. Saunders: "This is the latest in a continuing series of technical discussions that we have been holding over the past two years to foster a two-way flow of ideas and information between glass manufacturer and glass user."



Two of the glassblowers at United Glass's Brimsdown plant seen working on display carboys.

People

Topical reflections

BY XRAYSER

Stress

Miss Mary Tracey, BSc(Pharm), daughter of Mr Matthew Tracey, MPSI, Dublin, retained her British Amateur Athletic Association woman's 800 metres title at Crystal Palace, London, recently. Miss Tracey is attached to the pharmaceutical control laboratory unit of Leo Laboratories Ltd. in Dublin. She had already hit the international headlines earlier in the year by winning important events in Britain and abroad. Later at Cork, Mary took two national titles for her running. **Clare Walsh**, the daughter of another Dublin pharmacist and former examiner to the Pharmaceutical Society of Ireland, Dr Eoin Dowling, came second in the 400 metres to take a coveted silver medal in London and also featured in the prize list at Cork.

Mr Alan Harris, MPS, Alnwick, Northumberland, trading under J. L. Newbiggin won first prize in the town's Fair Week window dressing competition recently. Mr Harris is the secretary of Alnwick chamber of trade.

Deaths

Standley: On August 7, Mr Michael Standley, BPharm, MPS, 5 Lincoln Road, North Hykeham, Lincoln, aged 40. Mr Standley qualified at Nottingham University in 1954 and became deputy chief pharmacist at Lincoln County Hospital for a time before joining the Burroughs Wellcome & Co's representative force in 1958. Since then he has worked as the representative for the company in Lincolnshire with special responsibility for the Sheffield teaching hospitals.

News in brief

□ Prescriptions dispensed in Northern Ireland during May numbered 904,237 (577,554 forms). The total cost was £916,061, an average of £1.013 per prescription.

□ The quarterly amendments list for the Drug Tariff, effective July 1, includes revised specifications for measuring spoons, boil dressings and synthetic surgical adhesive tapes. The entry under additional fees in the professional fees section now requires prescriptions to be endorsed "CD" instead of "DDA", the fee remaining at 5p. Diastix for the detection of glycosuria will be added to Part VE from September 1.

□ The use of computers has made it possible to map world-wide distribution of disease transmitting insects, and wild life reservoirs of disease virus, says a World

Mr John Silkin, Opposition spokesman on health matters, has been addressing a meeting in Wales and has taken the opportunity of attacking the drug industry, the medical profession and the pharmaceutical service. The industry has always seemed to me to be well able to look after itself, and I have no doubt it will answer Mr Silkin without any help from me.

Mr Silkin said that the aim of the drug companies was to sell their products, whether the need existed or not, and that it had become too easy for general practitioners to prescribe tranquillisers and sleeping pills for those of their patients who suffer from stress. He considers, accordingly, that we may be in danger of becoming a nation of neurotics. He regards it as urgent that we take the necessary steps to avoid this by exercising public control over the drug industry.

That seems to me to be something of a *non sequitur*, despite the speaker's reference to the bombarding of the medical profession by advertisements from the drug interests. The fact that there is stress is recognised by Mr Silkin. How far stress would be reduced by exercising public control over the industry is difficult to assess. Stress, it must be assumed, would continue to exist, and patients suffering from that distressing condition would continue to consult their physician. Surely it cannot be seriously suggested that a change of ownership would banish the neurotic or his condition from our midst?

The question of drug prices is a different matter, and it seems to be one that has not escaped the attention of governments, past and present.

Publicly operated

Mr Silkin expressed concern over what he called "badly organised" supplies of drugs and medicines. The fact is that it is not organised at all. He said that many rural areas throughout the country, and particularly in Wales, have no chemist shop within easy reach, even during the daytime. We must, therefore, see to it that publicly operated supplies of medicine are available everywhere.

What are "publicly operated supplies of medicines"? It is right that there should be an adequate pharmaceutical service as conveniently placed as possible, and that has been left in the past to chance. I have a great deal of sympathy for those deprived of pharmaceutical services, especially when they have known them. According to a Pharmaceutical Society's report, twenty-two pharmacies closed last year resulting in a total loss of such services in those areas. Most of the pharmacies concerned had been on housing estates some distance from the nearest town centre. That is regrettable, but I have no doubt that it was a matter of economics.

Would publicly-operated supplies of medicine continue to function under such conditions? Governments have not been noted for that kind of generosity. Public need in the publicly-operated railway system did not save the travelling public from inconvenience. A proper distribution of pharmacies and services is essential and cannot be left entirely to chance and opportunism. And pharmacy as a profession has a responsibility to see that the facilities are made available to as many people as possible.

Health Organisation's bulletin. In the future it may be possible to predict outbreaks of diseases borne by insects.

□ The Chemical and Allied Products Industry Training Board has published its sixth training grants scheme, covering the year August 1, 1973 to July 31, 1974.

Copies available from the Board at Staines House, 158 High Street, Staines, Middlesex.

□ Residents in Erskine, Renfrewshire, Scotland, are concerned at the lack of a chemist in the town, according to a front-page article in the *Paisley and Renfrewshire Gazette*.

Company News

Sangers turnover up 11½ per cent in four months

During the first four months of the year turnover of Sangers Ltd has gone up by 11½ per cent excluding the turnover of Evans Gadd and their new Northern Ireland catering business. Including those companies, turnover is up by 30·4 per cent said the chairman, Mr H. T. Nicholson, at the annual meeting last week.

Mr Nicholson said that the company were often asked what they intended to do about their depots in Plymouth and Bristol following the Evans Gadd merger. "We have every intention at present to keep all depots open and thus to continue to provide our customers with alternative sources of supply" he said.

He revealed also that the anonymous nominee shareholdings which were building up "somewhat alarmingly" in the company about two years ago and which he criticised at the time, had been disposed of. We can now reasonably well identify our shareholders so that we are unlikely to be taken by surprise in any market move.

New factory for J. & J. (Plastics)

A new £350,000 factory, which will increase their floor space by more than 50 per cent, is being built for Johnsen & Jorgensen (Plastics) Ltd. Work began early in July and will be completed in a year.

It occupies approximately one acre of freehold land already owned by J & J and, with the existing adjacent factory, will give J & J factory frontage along almost the whole length of Grinstead Road, Deptford, London SE.

When the company moved into their first Grinstead Road factory, just over three years ago, it was estimated they would have sufficient space for six years' steady expansion. They now state that the success of their Jaycaps and Securitainers has led to much faster growth than originally forecast and the 100,000 sq ft premises are now fully utilised. Meanwhile, J & J (Plastics) are spending £90,000 this summer to provide additional production facilities which will be accommodated initially in one of the group's Charlton factories.

Glaxo move in Holland

Glaxo Holdings Ltd have incorporated a new wholly-owned group subsidiary company, Glaxo BV, in the Netherlands. Following the expiry on June 30 of the company's agency agreement with Philips-Duphar Nederland BV, the new company has taken over the group sales and distribution organisation in that country. Mr Austin Bide, chairman of Glaxo Holdings Ltd, Mr F. C. D. Back, and Mr H. I. R. Hermansson are members of the supervisory board, and Mr R. Koster has been appointed general manager.

S & N sales climb

From sales of £37·51m in the 24 weeks ended June 16, Smith & Nephew Associated Companies Ltd made a group profit, before tax, of £4·65m against sales of £30·48m and profit of £3·80m in the corresponding period of 1972. The latter includes profit from shareholding in Jeyes which was sold in November 1972. The interim dividend declared is 5·7 per cent (5·42 pc).

Baird & Tatlock fire

A warehouse complex of Baird & Tatlock at Chadwell Heath, Essex was destroyed by fire on August 11. The stores lost were mainly instruments and the fire did not spread to the nearby Hopkin & Williams laboratory reagent company thus the supplies of chemicals to customers are not affected.

The company has advised that replacement supplies of some instruments and equipment are being delivered from their satellite warehouses and major suppliers are fully co-operating. They hope customers will bear with them if delivery of certain selected items is unusually protracted.

Sunbeam's views on discount trading

The only reason that discount operations will adversely affect the more traditional channels of retailing and distribution, is if people take a passive attitude towards them and hope they will disappear by manufacturers not selling to them, said Mr G. A. C. Ball, newly appointed managing director of Sunbeam Electric Ltd recently. "It must be recognised that the market is made up of many segments," he added, each providing a service to meet a demand created by a specific group or groups of consumers. The consumer in the end would decide the types of distribution which would thrive or die, he said.

Sunbeam could not manufacture and market in a restrictive manner. "We require wide distribution channels".

Cory Bros expand

Cory Bros have taken over the chemists' sundries business of Portland House Trading Co (previously of Edgware Road, London W2) and in future the company's business will be conducted from 4 Dollis Park, London N3 1HG (telephone: 01-349 1674).

The new managing director, Mr I. Goodman, MPS invites pharmacists to visit the company's permanent showroom at which there are adequate car parking facilities (Christmas lines available).

Briefly

Secto Co Ltd have achieved a two-thirds expansion in production capacity, following a recent removal into new premises.

Pifco Holdings Ltd increased their pre-tax profits from £540,900 to £704,400 in the year ended April 30.

Gala Cosmetic Group Ltd made £730,000 pre-tax profit from sales of £7·35m in the 24 weeks ended June 16 against £540,000 from sales of £5·91m in the corresponding 1972 period.

Makro Self Service Wholesalers Ltd have opened their third depot in Great Britain at Mucklow Hill, Halesowen, Worcs. Three more are planned—at Washington, co Durham; Charlton, London and at Leeds.

Warner-Lambert Inc: Second quarter sales at \$399·79m were up 10 per cent, compared with the same period last year. Net earnings were £32·7m, up 12 per cent. Sales for the first six months at £796·65m were higher by 10 per cent.

Schering-Plough Corporation of the United States had sales and other income of \$163·7m for the second quarter, an increase of 23 per cent over the same period of 1972. Income after taxes was \$27·8m (against \$19·4m).

Appointments

Carter-Wallace Ltd have elected Mr Brian Wainwright, 35, to the board as finance and administration director.

British-American Cosmetics Ltd have appointed Mr Graham Moore, BA (Cantab), FCA their financial director.

Shaws Veterinary Chemists Ltd, Aston Clinton, Bucks, have appointed Mr Peter Kemp their general manager. Mr Kemp was formerly general sales manager of Shaws.



Artist's impression of J & J (Plastics) new factory at Deptford (see col 1)

New products and packs

Veterinary

Bitch protection spray

A spray protection for bitches in season, claimed to disguise a bitch's sexual odour with almost no smell of its own, has been announced by Shaws. Off Season (£0.36) contains aromatics to blend with the odour, so making it unrecognisable to dogs, the makers say. It is normally used twice a day before exercise.

Shaws have also announced St Aubrey Creme Rinse (£0.40), a conditioning rinse claimed to stop coat tangling and matting. For cats or dogs, it is applied after shampooing (Shaws Veterinary Chemists Ltd, 50 Weston Road, Aston Clinton, Aylesbury, Bucks).

Cosmetics and toiletries

Aquasil talc

Fresh N' Smooth talc, an addition to the Aquasil range, is now being sold in to meet Christmas gift demand. The talc complements Aquasil bath additive and is similarly packaged. Available as a 140-g pack (£0.35) and as a gift coffret (£0.76) with the Bath Additive (five-bath size) (Ciba-Geigy (UK) Ltd, Simonsway, Manchester M22 5LB).

Male toiletries range

A range of male toiletries, Trouble, is to be launched by Mennen, following launches in North America.

Specifically designed for "the discerning male looking for a toiletry with a difference," Trouble is a blend of rare exotic scents from France, Spain, Nepal, India and the Near East," say Mennen.

Included in the range is an aftershave (£1.50), a Cologne (£2.15) and a talc (£0.95). Trouble will be backed by a national television launch during late November, (Mennen (UK) Ltd, Mennen House, Marlow, Bucks).

Clearasil additions

Test market results in London and Yorkshire by Richardson Merrell, have clearly indicated that the introduction of a small, "trial" size product helps to increase sales of larger quantity packs. Because of this, they have launched a new 25cc size in Clearasil cleansing lotion (£0.19½).

An £80,000 advertising campaign in young women's magazine and general interest magazines is launching the new size.

Clearasil have also improved the formula of medicated soap, which is now in a larger size (98g £0.18). Developed by "leading dermatologists", the soap's new colloidal sulphur formulation is said to add antiseptic and sebo-static qualities to the soap's cleansing properties. "It is ideal for regular use as an aid to the treatment



of spots, pimples and greasy skin," say the makers (Richardson Merrell Ltd, 20 Savile Row, London W1X 1AE).

Rubinstein additions

Heaven Sent is said by Helena Rubinstein to be a beautiful fragrance for the young at heart. A combination of sandalwood, oakmoss and tuberose oils it has a warm, long-lasting scent.

Available as bath and shower gel (£0.95), double perfume mist (£0.88) and talc (£0.68).

Fresh Cover is Rubinstein's new foundation. It is said to apply a microscopic honeycomb film which does not block the pores but allows the skin to breathe naturally. Presented as a liquid make-up in six natural looking shades of beige (30cc tube, £0.70).

Helena Rubinstein's Emotional Tones in Le Lipstick are colours that "come pulsing through, each on a no-interference wavelength". There are four: Sensuous Strawberry, Romantic Russet, Bold Berry and Petulant Plum. Available late October (£0.72) (Helena Rubinstein Ltd, 31 Davies Street, London W1Y 1FN).

Italian nail enamel colour

From the art treasures of Florence Woltz Italian have taken their newest inspiration for nail enamel colours, Florentine Follies.

The new Florentine Follies collection comprises four shades: Arno, a deep blue. Medici is an arresting shocking pink. Fie-

sole is the green "of a summer leaf", whilst Uffizi is a "dramatic orange". There are two sizes, Classic size (£0.32) and mini (£0.27). (UK distributors: Fontarel Ltd, Percival House, Pinner Road, Harrow, Middlesex HA1 4HQ).

Autumn fashions from Miners

Miners' new Autumn range is said to meet the current "elegance" in fashion with rich, strong shades which have a high colour-low pearl content in lips and nails, giving maximum depth of colours when on.

There are five rich nail polishes (£0.24½): rich ruby, rich rust, rich blue, rich green and rich steel. Glossy, slightly pearly lipstick (£0.23½ swivel, £0.13 push-up) are in rich ruby, rich rose and rich rust.

The six Mates (eye shadow dyes) give mid pearly-high colour coverage (£0.24) and come in Hollywood, Hunt Ball, Royal Ascot, Las Vegas, Country Weekend and St. Mortiz (Miners Make-Up Ltd, Hook Rise, Surbiton, Surrey).

Prescription specialities

VERTIGON Spansule capsule

Manufacturer Smith Kline & French Laboratories Ltd, Welwyn Garden City, Herts

Description Hard gelatin capsule with clear colourless body and opaque purple cap containing a mixture of yellow-green and white pellets, each capsule containing prochlorperazine as maleate 10mg (no 4 capsule) or 15mg (no 3 capsule)

Indications Symptomatic treatment of vertigo due to Ménière's disease, labyrinthitis or other causes; nausea and vomiting; minor mental and emotional disturbances

Contraindications Pregnancy, blood dyscrasias, bone marrow depression or known liver damage

Dosage Adults and children over 12 years: Usually 15mg once or twice daily. In less severe cases, 10mg once or twice daily may be adequate. Maintenance: 10mg or 15mg daily. One-third of the prochlorperazine is released immediately, the remainder over 6 to 8 hours

Precautions Caution in elderly patients or those with cardiovascular disease because of possibility of hypotension. Patients who drive or operate machinery should be warned of the possibility of drowsiness

Side effects Drowsiness, dizziness, skin reaction, dry mouth and rarely hypotension can occur. Extrapyramidal reactions may occur at higher dosage levels. Prolonged high doses may be associated with persistent dyskinesia and skin pigmentation, corneal and lenticular opacities and retinopathy. Toxic hepatitis, leucopenia and agranulocytosis have been reported rarely

Storage In a cool dry place, protected from light. Dispense in moisture-proof, light resistant containers

Packs 10mg—100 (£1.76 trade) and 500 capsules (£8.09); 15mg—100 (£2.16) and 500 (£9.94)

Supply restrictions PI, S4B

Issued August 1973

Trade News

M & M tulle sale restricted

Malam Laboratories advise that M & M tulle which is distributed by Vestric Ltd, Chapel Street, Runcorn, Cheshire, and contains 1 per cent hexachlorophane, is controlled by the Medicines (Hexachlorophane Prohibition) Order, 1973 and may only be sold on the prescription of a medical practitioner. M & M tulle is not included in the Drug Tariff and is accordingly not prescribable on form EC10.

Influenza B vaccine

BDH Pharmaceuticals Ltd, Birkbeck Street, London E2 6LA, say that an Admune Monovalent B vaccine will be available later this year, containing 600 iu of the new influenza Sub-type B/HK/8/73. (Snapjects, £0.70; 1ml ampoules, £0.60; 10ml vials, £5.00; 50ml vials, £22.50).

The current trivalent formulation of Admune vaccine is A/England/42/72 400iu, B/Vic/98926/70 100iu, B/HK/8/73 100iu.

New formula Genisol

Genisol medicated shampoo has been reformulated to exclude hexachlorophane. The new formula Genisol is now available to meet prescription requirements or for retail sale. Any surplus stocks of old formula Genisol should be returned to Fisons Ltd, Derby Road, Loughborough, Leicestershire, LE11 0BB, and exchanged for the new formula product. Postal charges incurred will be compensated by sending extra stock. The product name, pack, size and price remain unaltered.

Homosexuality booklet

"Homosexuality" is the latest title in the Family Doctor booklet series (£0.13). Written by Dr F. E. Kenyon, it is intended, says the foreword, to disperse false impressions and put the subject in perspective. The booklet is available to members through the National Pharmaceutical Union, 321 Chase Road, London N14 6JN.

Two new Nutriplan flavours

Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts, have added two new flavours, chicken and asparagus, to their Nutriplan range of slimmers' meals in soup form. All flavours are manufactured in packs of three sachets, each sachet constituting a single meal of less than 90 calories (39p per pack).

Name change

The parent company of Liga Infant Food Ltd, Liga House, 23 Saxby Street, Leicester have changed their name to Glutenex to meet the international demand for their product Glutenfree Liga. At the same time the contents of the pack have been increased from 12 to 18 biscuits (£0.21½) but

there is no change in the composition. The packaging now comprises 12 packets per case instead of 24 as previously.

Tame additions

Gillette Industries Ltd, Great West Road, Isleworth, Middlesex, have announced two new formulas for Tame creme rinse. As well as the original for normal hair, there is now Tame with added conditioners for dry hair and lemon fragrant Tame for greasy hair.

Clenisep discontinued

Concept Pharmaceuticals Ltd, Russell House, 59 High Street, Rickmansworth, WD3 1EZ, are withdrawing Clenisep cream from August 31.

Bank Holiday closings

Beecham Ethical Distributors, Great West Road, Brentford, Middlesex offices will be closed from 5.15 pm August 24 until 9 am August 28. The B.E.D. telephone answering service (01-560 2876) may be used during the holiday period to place urgent orders for products of Beecham Research Laboratories and Bencard.

May & Baker Ltd and Pharmaceutical Specialities (May & Baker) Ltd, Dagenham, Essex, sales offices and warehouse will be closed on August 27.

Pharmax Ltd, Bourne Road, Bexley, will be closed from 5pm on August 24, until 9am on August 28.

Urgent supplies for the above companies' products during the period can be obtained from John Bell & Croyden, 50 Wigmore Street, London W1.

Promotions

Macleans boost

Money-off packs and a £400,000 television campaign have been announced for Macleans toothpastes. Both Freshmint and White Fluoride will feature an on-pack coupon redeemable against next purchase, in values of 3p off standard, 4p off large, 6p off economy and 7p off giant. Discounts are being offered to retailers to encourage competitive pricing.

The promotion will coincide with the current national TV campaign for Freshmint which covers a five-month period until October. This features a new commercial filmed in Norway with scenery claimed "the most spectacular on television". Beecham say that this heavy investment is to give the retailer support at a time when competitive activity tends to be at a low ebb (Beecham Toiletry Division, Great West Road, Brentford, Middlesex).

Imperial Leather aids Pentathlon

Cussons are entering international sports sponsorship for the first time with a £5,000 direct grant to the 19th World Modern Pentathlon championships, being staged at Crystal Palace, September 5-9.

The Pentathlon (covering fencing, riding, running, swimming and pistol shooting) has entries from 20 countries and will benefit additionally from Cussons-sponsored events in show jumping—the Imperial Leather Stakes and the Imperial Leather Champion-



A colourful circus clown cutout, holding a child in each arm, while a small dog jumps up at his feet, decorates the latest Minadex counter dispenser which holds three 200ml and two 400ml packs. Available from sales correspondence department, Glaxo Laboratories, Greenford, Middlesex, UB6 0HE.

ship. Cussons "crown" symbol and brand name will be associated with all publicity for the event, including 1,800 posters going up in London's transport sites this week. The crest will also appear on horse jumps and these, together with Imperial Leather banners, are expected to be seen when BBC television covers some of the events in its Grandstand programme.

Entry to the Crystal Palace events is free to the public, but Cussons are also operating a retailer buying incentive scheme through wholesalers until August 24, in which free grandstand tickets will be awarded (Cussons Sons & Co Ltd, Kersal Vale, Manchester M7 0GL).

on TV next week

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Airstrip: All except E

All Fresh: All except E, CI

Bisodol: A, U

Close Up: All areas

Crest toothpaste: Y

Great Lash mascara: Lc

Harmony shampoo: All areas

Immac: All except M, G, E

Macleans indigestion remedy: Ln, M, Y, Sc, WW, So, NE, A, We

Optrex: All except U, G, E, CI

Radox: All except U, E

Schick Injector razor system: Ln

Signal: All areas

SR: All areas

Sure: All areas

Ultra Lash mascara: Ln, So

Zoflora: Lc, Y, NE, U

Christmas Gifts 1973

**The Philishave
3 Rechargeable 90 Super**

**The Philishave
3 de luxe 90 Super**

**The Philishave
3 Special 90 Super**

**The Philishave
Popular 90 Super**

**The Philishave
Compact 90 Super**

**The Philishave
Cordless 90 Super**

The Philips XTR7

The Ladyshave Special

The Ladyshave De Luxe

The Ladyshave Cordless

The Ladyshave Beauty

The Beauty Set

**'YOU CAN'T SELL EVERY CUSTOMER ON PHILIPS SHAVERS
BUT YOU CAN COME MIGHTY CLOSE.**

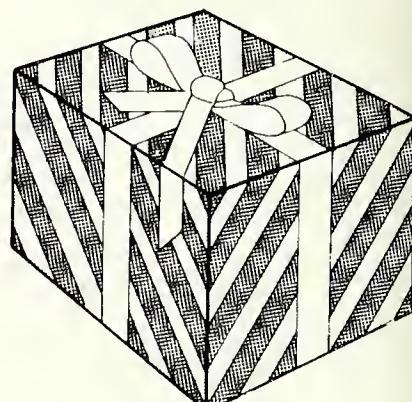


PHILIPS

Simply years ahead

Christmas Gifts 1973

From the Christmas showrooms reports have been received of continued confidence in sales forecasts that surpass last year's figures in spite of the currency problems that can have an important effect. The following pages include a selection from the Christmas gifts that are being offered. The key to manufacturers appears on p221.



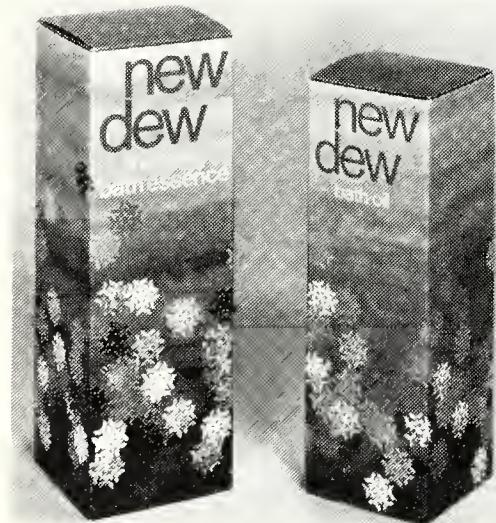
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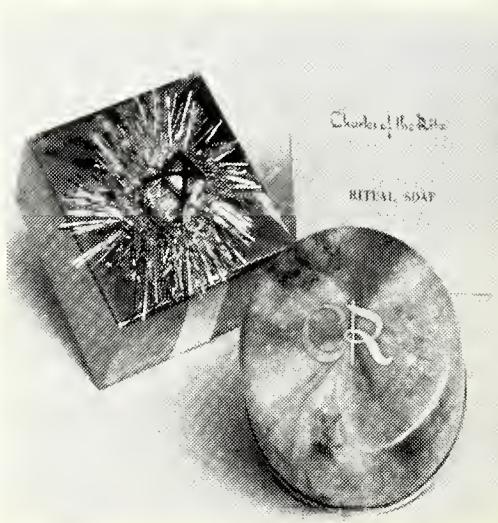
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1. Schick injector razor and 10 blades £0.75. **Wm Warner.**

2. French Almond talc and Cologne £1.39. **Eylure.**

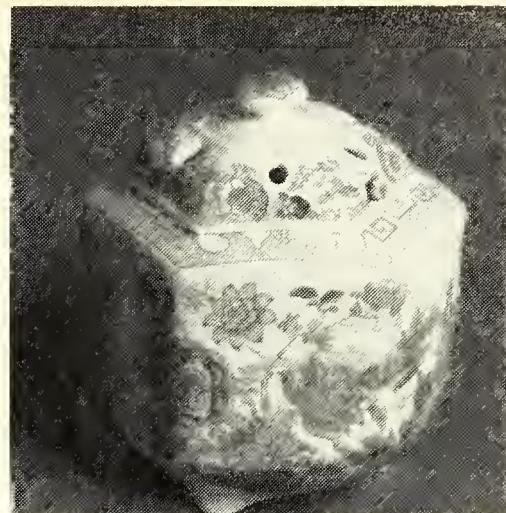
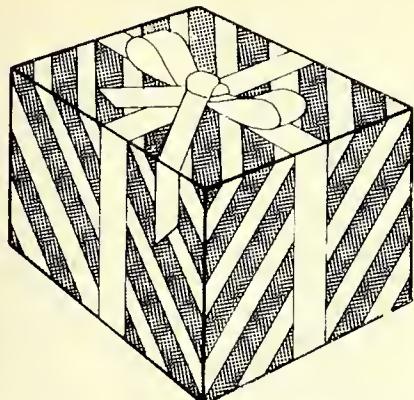
3. Aronde beer mug £0.33. **Columbia Products.**

4. New Dew bath essence £0.51 and oil £0.60 in Xmas sleeves. **Crookes-Anestan.**

5. Piggy bank bubble bath £0.28. **Andre Philippe.**

6. Imperial Leather after shave and talc £0.64. **Cussons.**

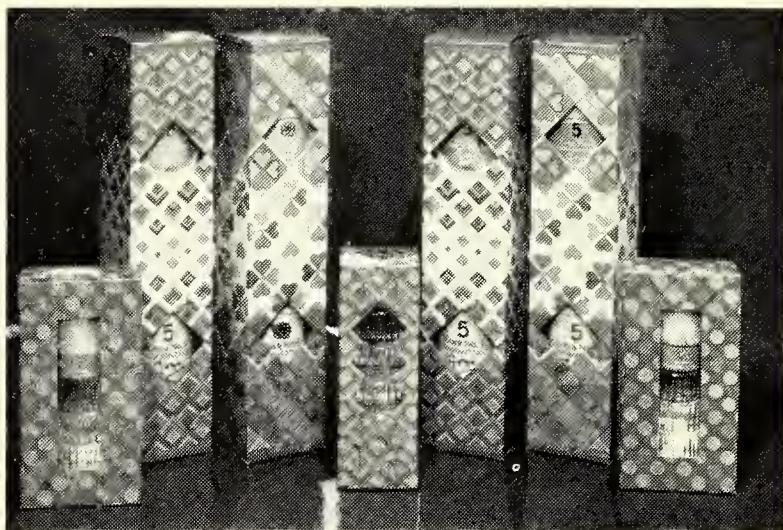
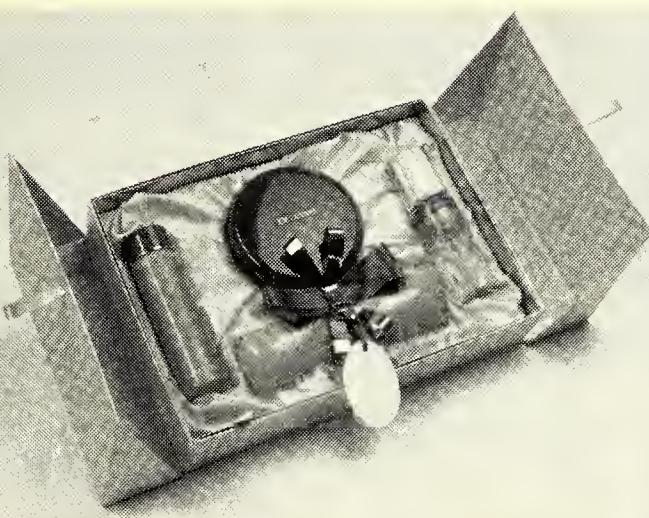
7. Ritual soap £0.91. **Charles of the Ritz.**



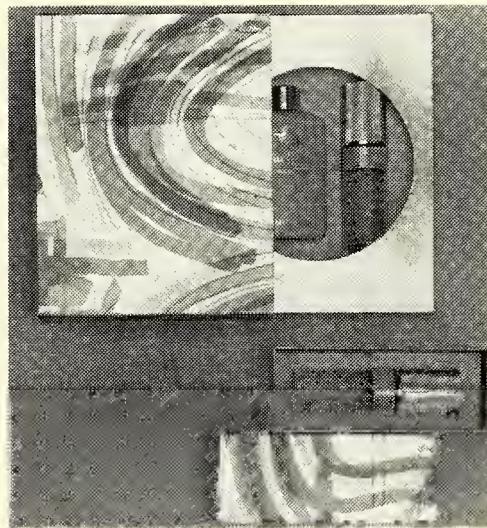
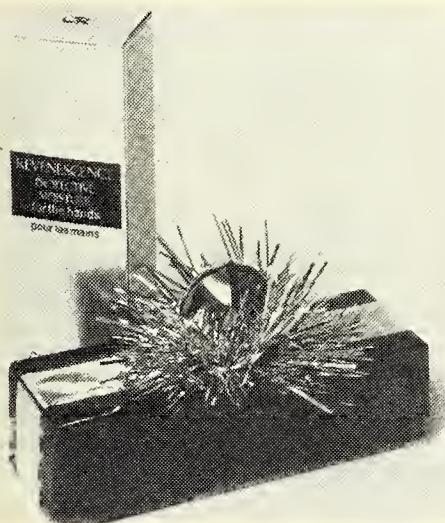
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1. L'Aimant talc/creamy skin perfume £1.91. **Coty.**

2. Old Spice after shave £1.70. **Shulton.**

3. Pagoda of pot-pourri £4.30. **Floris.**

4. Bath oil, body talc, hand and body lotion, Cologne spray, 2 bath soaps £5.95. **Cyclax.**

5. Christmas spray £0.47, foam bath £0.62, hand lotion £0.59 in fragrances Gardenia, No 5, Black Rose and Piquant. **Goya.**

6. Revenescence Protective Moisture for hands £1.95. **Charles of the Ritz.**

7. Blue Grass eau de parfum spray and dusting powder £2.35; Blue Grass eau de parfum spray in two sizes at £1.50 and £2.00. **Elizabeth Arden.**

8. Gingham toilet water £0.99, perfume atomiser £1.09 and dusting powder £0.90. **Innoxa.**

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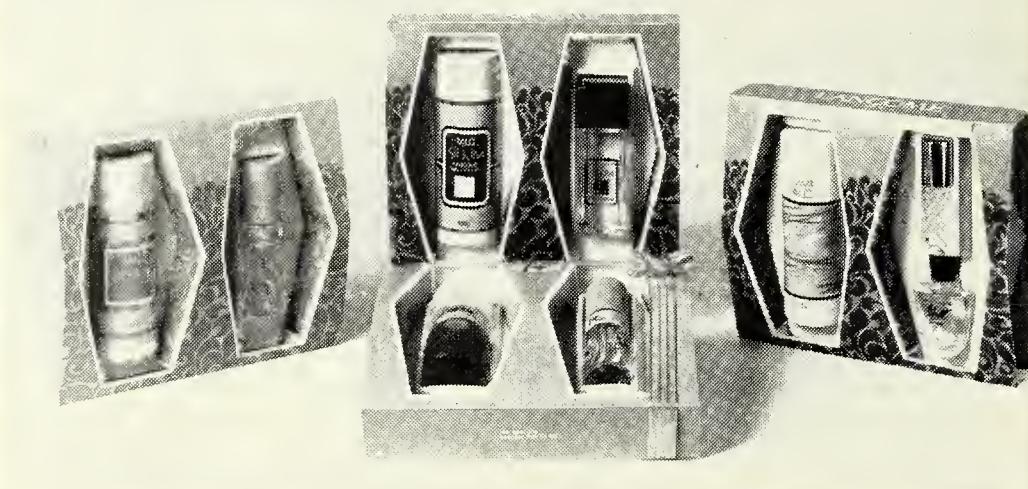
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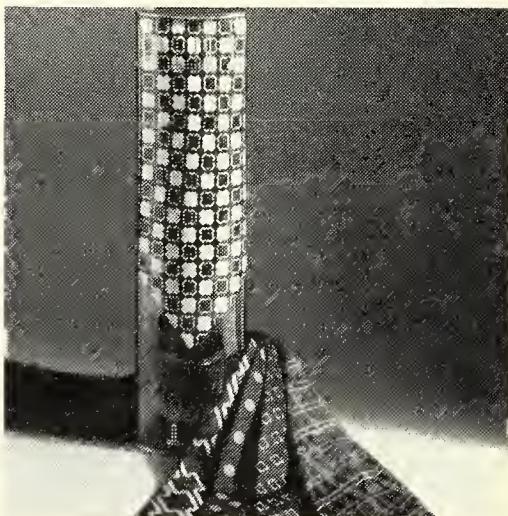


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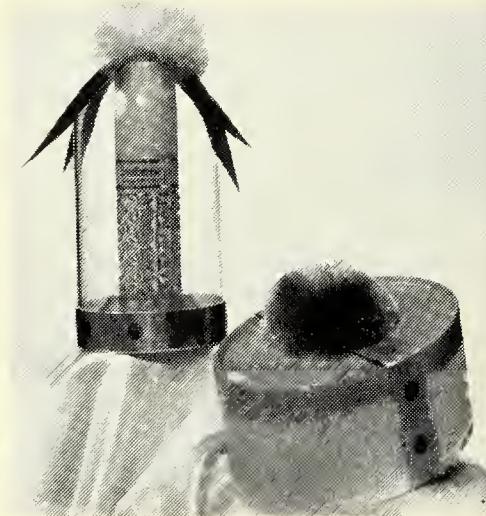
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1. Little Miss Bathtime, talc, bath cubes and bubble bath £0.75. **Jean Sorelle.**



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2. Fenjal creme bath with soap £1.25; fragrances Classic and Fresh. **Scott & Bowne.**



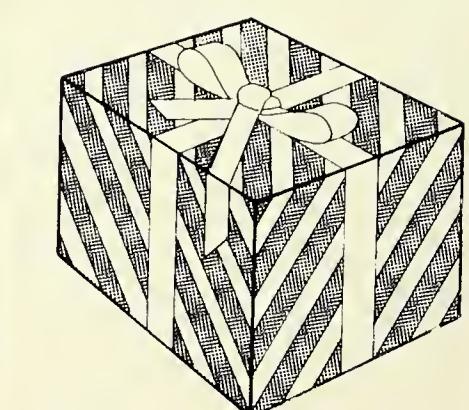
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3. Fashion bow £0.40, bamboo barrette £0.45. **Ravina.**



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4. Heaven Sent perfume mist, dusting powder drug and bath/shower gel in basket £4.85. **Helena Rubinstein.**

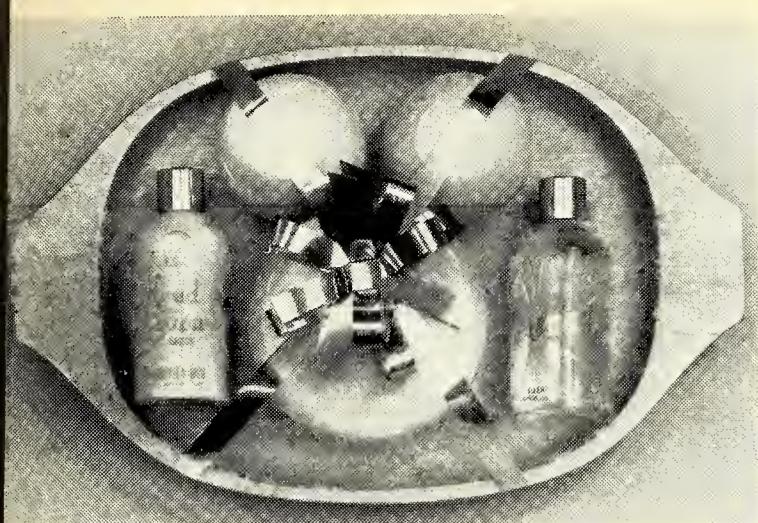


5. Magie 1oz aerosol and talc £1.95; Sikkim 1oz eau de toilet/talc £1.95; Climat talc/eau de toilet and handbag atomiser £2.75; Fidji/Douceline aerosol and 2oz bath oil £2.55. **Lancome.**

6. Silk tie gift pack with Cologne £5.45, with after shave £5.00. **Dunhill.**

7. Decorative gifts in Primitif, Hypnotique, Exuberance, Electrique, Jonquille or Chontrelle. Dusting powder £1.04; eau de toilet spray £0.70. **Max Factor.**

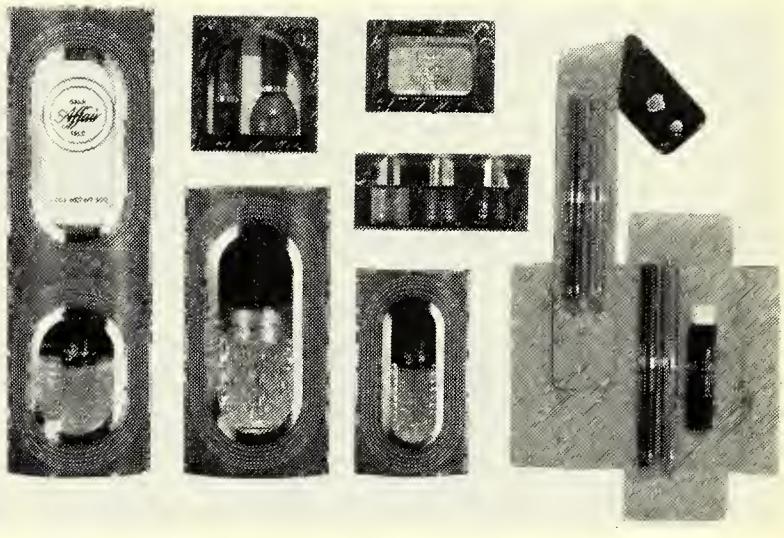
8. Soccer Series bubble bath gel £0.15. **JN Toiletries.**



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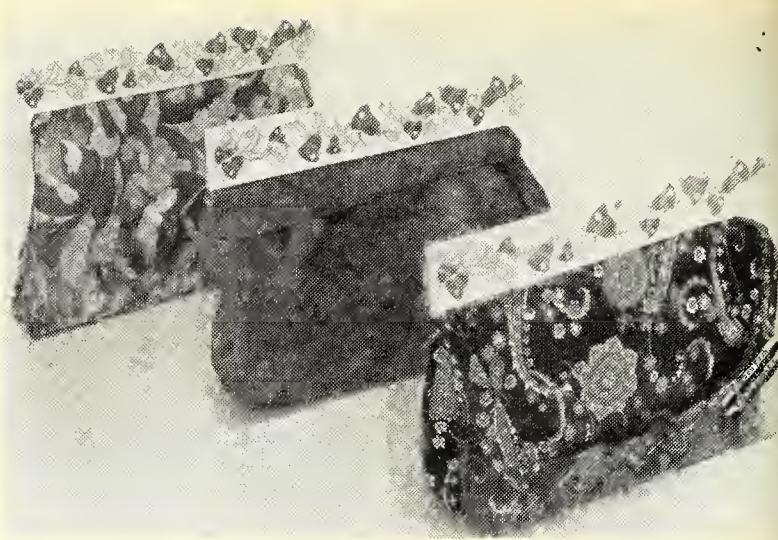
1. Blue Grass dusting powder, Flower Mist, hand lotion and bath soap on wooden platter £8.50. Also available in Memoire Cherie fragrance £9.25. **Elizabeth Arden.**
2. Luxury make-up casket £2.80. **Max Factor.**
3. Rainbow Flow continuous multi-coloured cotton wool in dispenser £0.38½; Nocturne Fresh-aire spray £0.42; Beauty Puffs coloured cotton wool balls in gift pack £0.41. **Wellcome.**
4. Affair talc/atomiser £0.85, lip and nail duo £0.62, aerosol Cologne £0.75; eye shadow set £0.43; Affair atomiser £0.55; nail polish trio £0.55; lip/eye pen set £0.66; lip pen, eye pen liqui lash set £0.99. **Gala.**
5. Badedas and after bath talc £1.50. **Cussons.**
6. Bath salts in blue storage jar £0.75; Bubble bath decanter £0.45; Bubble bath Skandia decanter £0.80; "Crushed Ice" storage jar with bath salts £0.75. **Jean Sorelle.**
7. Old Spice gift set £3.71. **Shulton.**



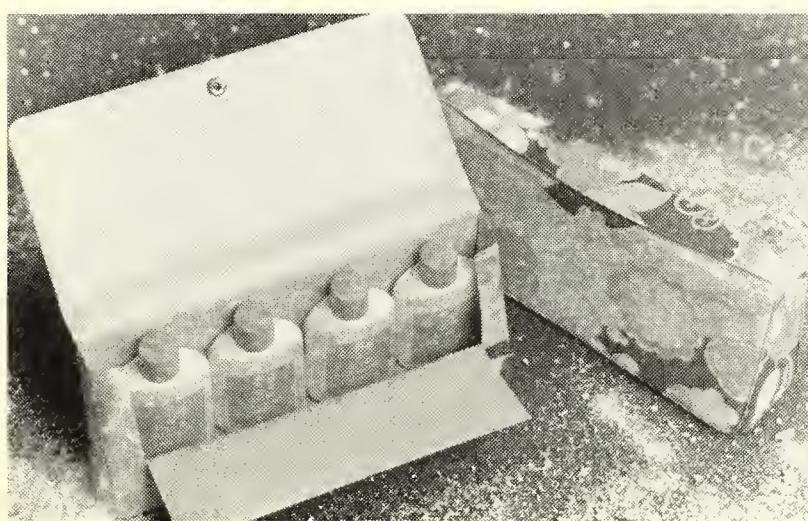
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1. Stratton compacts. Shell-shaped in gilt and floral (£1.40 & £1.95); Scalloped Indian print £2.65. **Jacquelle**.

5. Elnett Satin hairspray gift packs 500g £0.28; fragrance £0.28. **Goya**.

2. Floral holdalls in clear plastic pack with "bells header card" £0.69, £1.04 & £0.66. **Solport**.

6. Blossom Out talc £0.28; bubble bath £1.21; 245g £0.71. **L'Oreal**.

3. Apple Blossom travel set in plastic container £1.70. **Helena Rubinstein**.

7. Ambre Solaire face care range. Light under make-up moisturiser £0.90; moisturising treatment cream and cleanser £1.80; moisturising treatment cream £0.90. **L'Oreal**.

4. Coty Imprevu talc and flacon mist £1.89, perfume Cologne £1.05, flacon mist £1.05, creamy skin perfume £1.40, hand lotion £0.90. **Coty**.



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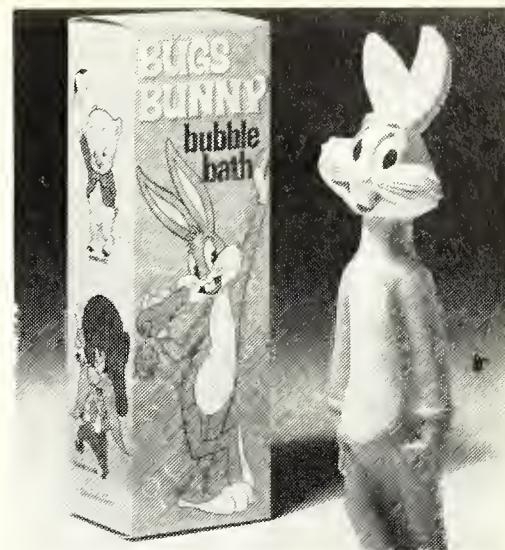
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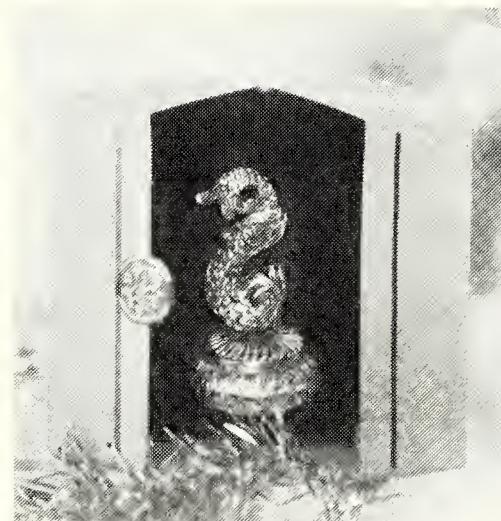
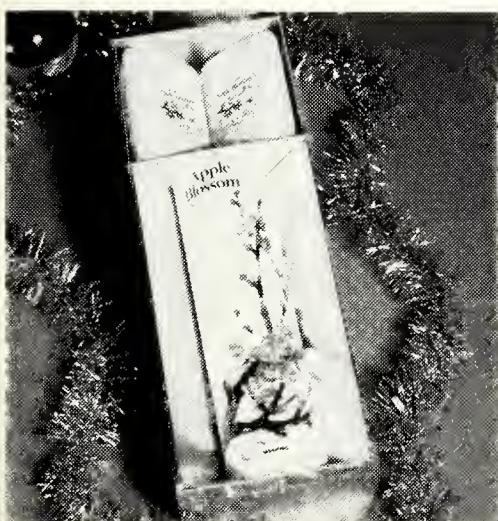
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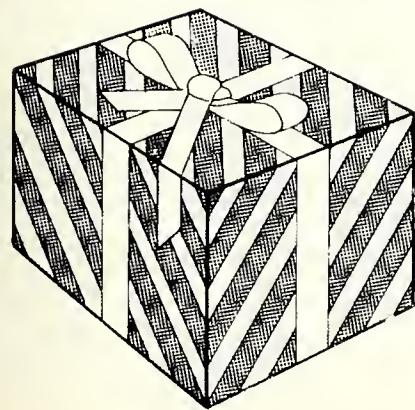
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1. West lotion and talc £2.70; West lotion and soap on a rope £2.95. **Fäbérge**.

2. Hartnell Forever talc and spray mist £1.63. **Christy**.

3. Bugs Bunny bubble bath £0.75. **Rose-dale**.

4. Sandrine talcum powder and Mini Spray £1.74; 4ml perfume in clear pyramid shaped pack £0.75; 30g mini spray £1.08; perfume and talc £1.41; 7ml perfume in pyramid pack £2.27; 55ml eau de toilette and talcum powder £2.17. **Golden**.

5. Bath soap—Tig'rr & Soapy Sam £0.46. **Shulton**.

6. Apple Blossom talcum and soaps £0.65. **Cussons**.

7. Aquarius Dolphin cream perfume £2.80. **Max Factor**.

8. Creme foam ornamental decanter £0.59; foam bath Athos £0.50. **Dellex-Grosvenor**.

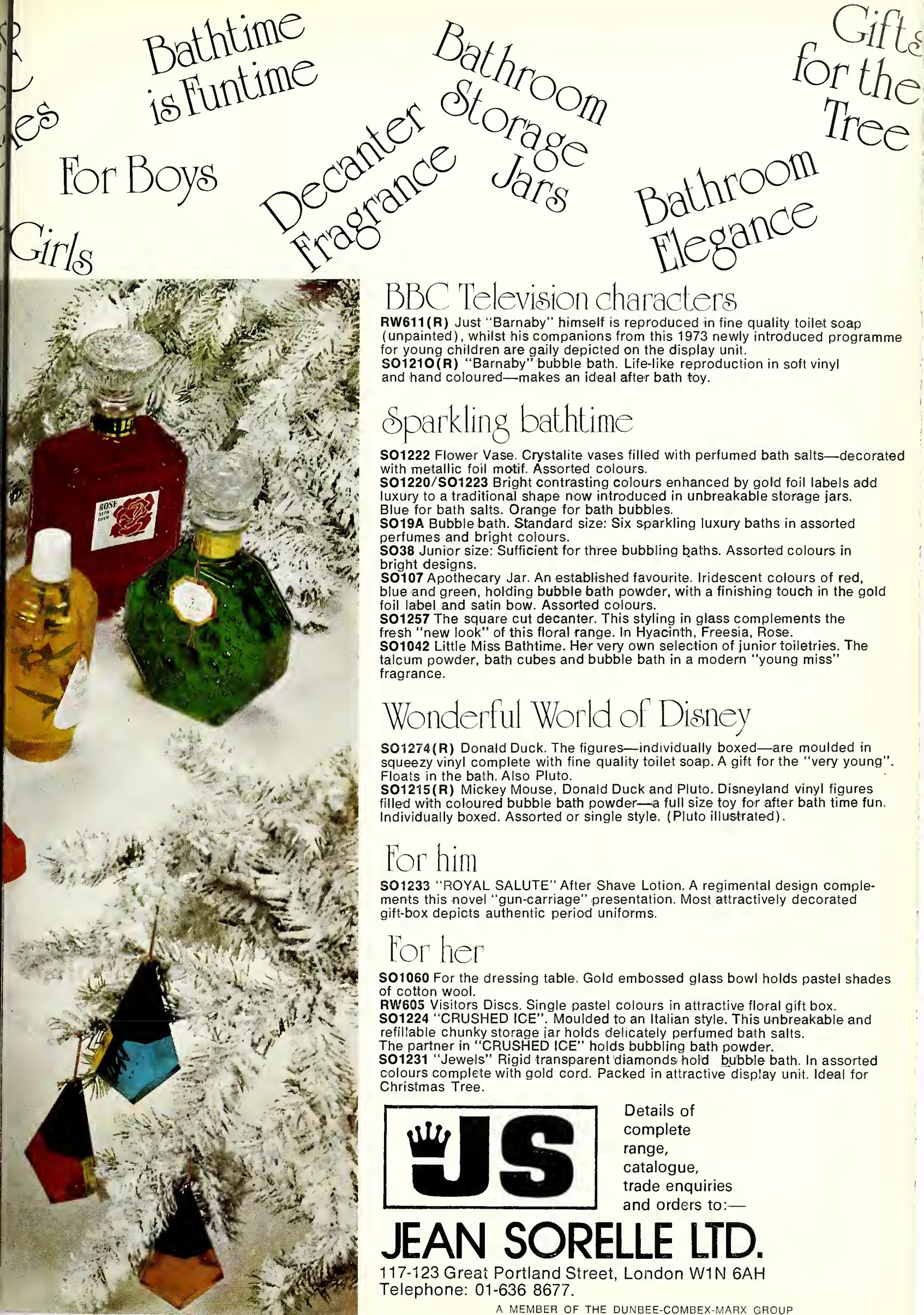


Jean
Sorelle
LONDON

Bathtime
Luxury 1973

Lovable
Charact
from
TV





*Gifts
for the
Tree*

*Bathtime
is Funtime*

*For Boys
Girls*

*Bathroom
Storage
Jars*

*Decanter
Fragrance*

*Bathroom
Elegance*

BBC Television characters

RW611(R) Just "Barnaby" himself is reproduced in fine quality toilet soap (unpainted), whilst his companions from this 1973 newly introduced programme for young children are gaily depicted on the display unit.

SO1210(R) "Barnaby" bubble bath. Life-like reproduction in soft vinyl and hand coloured—makes an ideal after bath toy.

Sparkling bathtime

SO1222 Flower Vase. Crystalite vases filled with perfumed bath salts—decorated with metallic foil motif. Assorted colours.

SO1220/SO1223 Bright contrasting colours enhanced by gold foil labels add luxury to a traditional shape now introduced in unbreakable storage jars. Blue for bath salts. Orange for bath bubbles.

SO19A Bubble bath. Standard size: Six sparkling luxury baths in assorted perfumes and bright colours.

SO38 Junior size: Sufficient for three bubbling baths. Assorted colours in bright designs.

SO107 Apothecary Jar. An established favourite. Iridescent colours of red, blue and green, holding bubble bath powder, with a finishing touch in the gold foil label and satin bow. Assorted colours.

SO1257 The square cut decanter. This styling in glass complements the fresh "new look" of this floral range. In Hyacinth, Freesia, Rose.

SO1042 Little Miss Bathtime. Her very own selection of junior toiletries. The talcum powder, bath cubes and bubble bath in a modern "young miss" fragrance.

Wonderful World of Disney

SO1274(R) Donald Duck. The figures—individually boxed—are moulded in squeezy vinyl complete with fine quality toilet soap. A gift for the "very young". Floats in the bath. Also Pluto.

SO1215(R) Mickey Mouse, Donald Duck and Pluto. Disneyland vinyl figures filled with coloured bubble bath powder—a full size toy for after bath time fun. Individually boxed. Assorted or single style. (Pluto illustrated).

For him

SO1233 "ROYAL SALUTE" After Shave Lotion. A regimental design complements this novel "gun-carriage" presentation. Most attractively decorated gift-box depicts authentic period uniforms.

For her

SO1060 For the dressing table. Gold embossed glass bowl holds pastel shades of cotton wool.

RW605 Visitors Discs. Single pastel colours in attractive floral gift box.

SO1224 "CRUSHED ICE". Molded to an Italian style. This unbreakable and refillable chunky storage jar holds delicately perfumed bath salts. The partner in "CRUSHED ICE" holds bubbling bath powder.

SO1231 "Jewels" Rigid transparent diamonds hold bubble bath. In assorted colours complete with gold cord. Packed in attractive display unit. Ideal for Christmas Tree.

Details of complete range, catalogue, trade enquiries and orders to:

JS

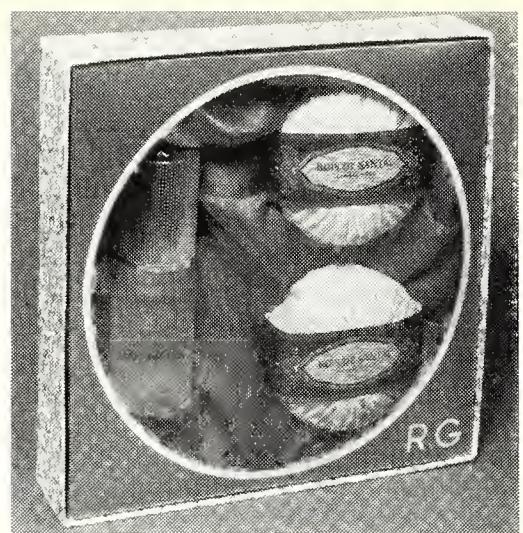
JEAN SORELLE LTD.

117-123 Great Portland Street, London W1N 6AH
Telephone: 01-636 8677.

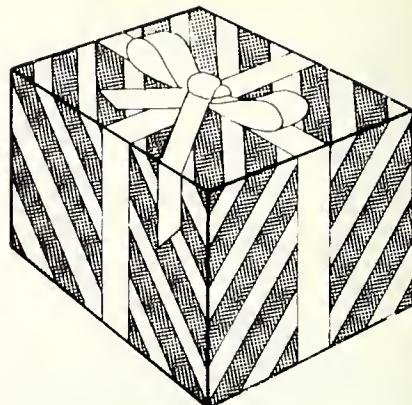
A MEMBER OF THE DUNBEE-COMBEX-MARX GROUP



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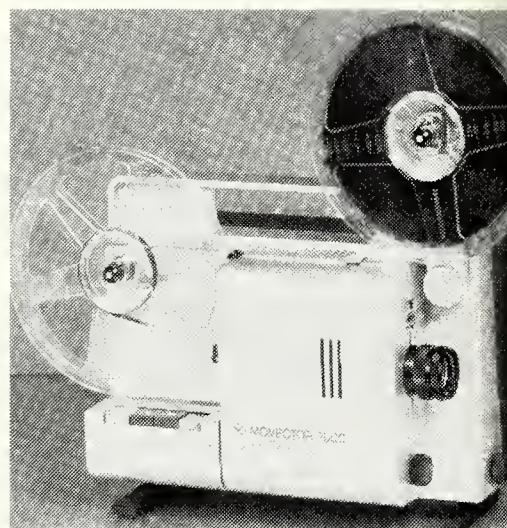
1. Special pack for bonded shaving system incorporates own Christmas card, display unit holds six packs **Wilkinson Sword**.



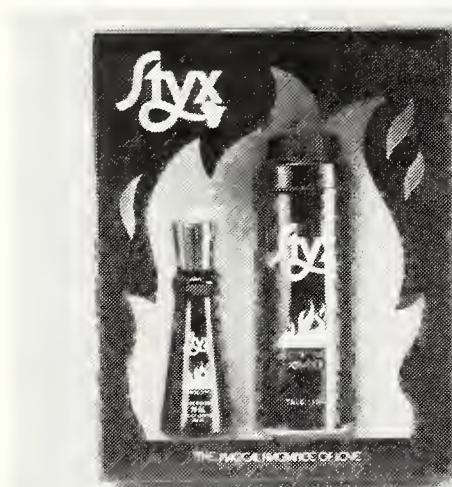
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2. 1oz atomiser. J.M.F. Cologne and soaps £1.70. **Roger & Gallet**.

3. Cigar box contains Agua Brava after shave and talc £4.50. **Gala**.

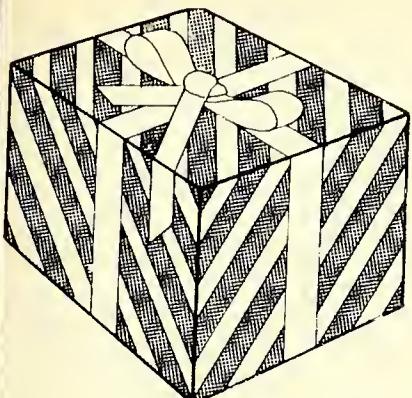
4. Royal Salute bubble bath £0.75. **Jean Sorelle**.

5. Philishave popular 90 super £6.95. **Philips**.

6. Movector 2000, Super 8 silent cine projector £99.50. **Agfa Gevaert**.

7. Styx creamy skin perfume and talc £2.65. **Coly**.

8. Pine bath essence £0.33. **Taylor of London**.



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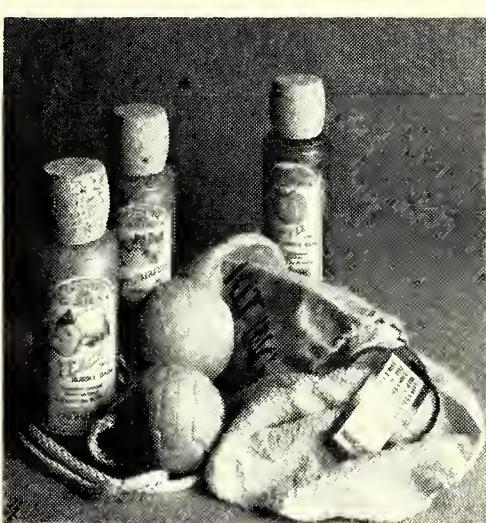
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1. Daddy Christmas bubble bath £0.33. **André Philippe.**

2. Personality turtle oil hand cream and flower soap in choice of colours £0.38. **Richards & Appleby.**

3. Dunhill travel wallet with 2oz aerosol Cologne or after shave, 3oz aerosol of shave foam and deodorant, £2.24 (with Cologne) £2.05 (with after shave). **Richards & Appleby.**

4. Appointment range: toilet water £1.13, perfume atomiser £1.13 and beauty bath £0.90. **Innoxa.**

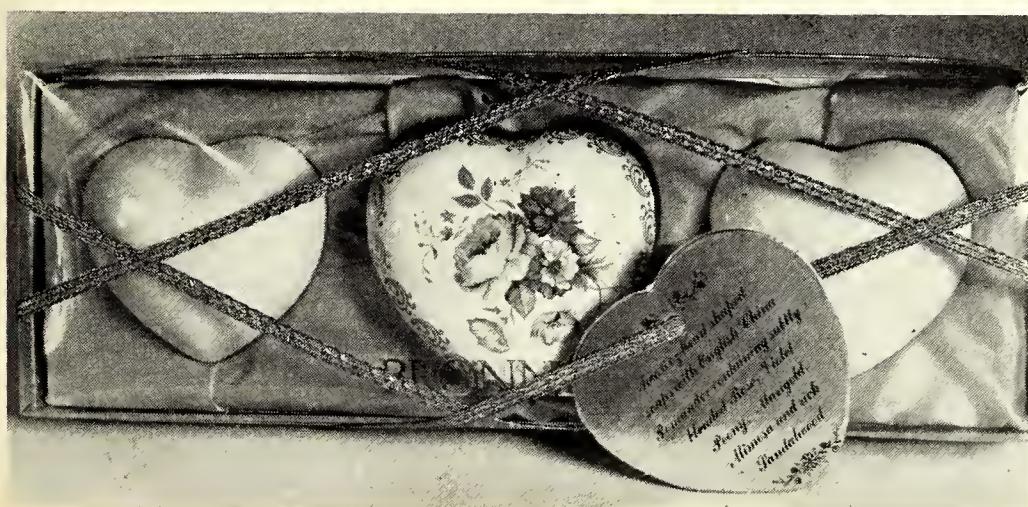
5. Two coffrets with either double-edge razor and shaving foam £1.43 or Bonded shaving system and shaving foam £1.45. **Wilkinson.**

6. Merchandiser with one dozen bottles of 4711 Cologne in familiar watch shape bottle £0.46. **Scott & Bowne.**

7. Bubble baths from the Country Garden range £0.57p; soccer balls of soap with wash cloth and talc £0.94. **Norton.**

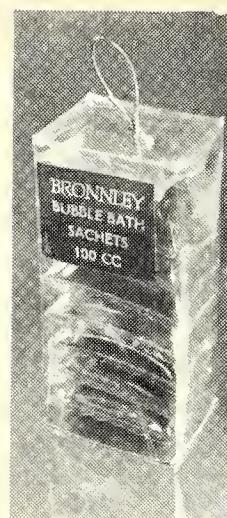
8. Two Victoriana soap sets beside a scented pomander in choice of fragrances £2.19. **Bronnley.**

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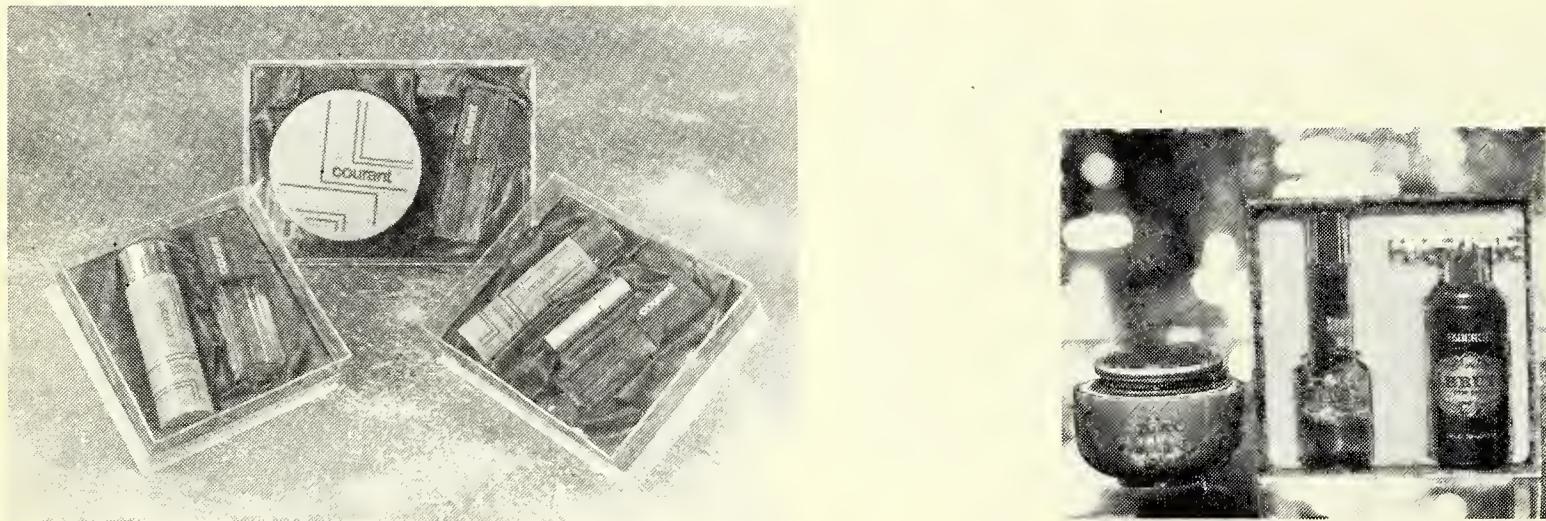
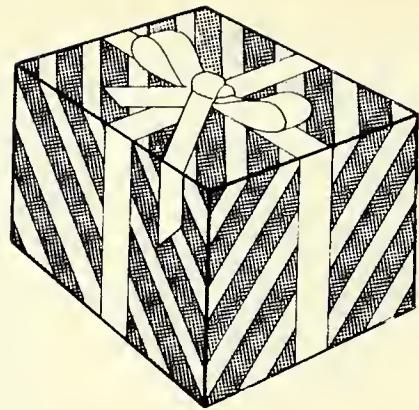
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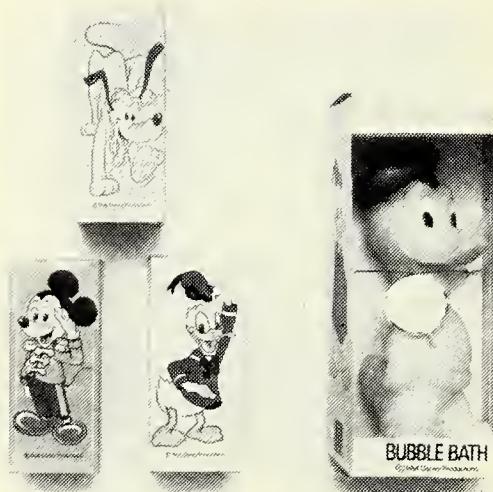
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1. "Gin" bubble bath with lemon soaps £0.65; lavender flowers and guest soap £0.45; bubble bath and guest soap £0.69. **Norton.**

2. Eight bubble bath sachets in assorted fragrances in gift box £0.06 per sachet, £0.48 for box. **Bronnley.**

3. Pine needles foam bath £0.49. **Columbia Products.**

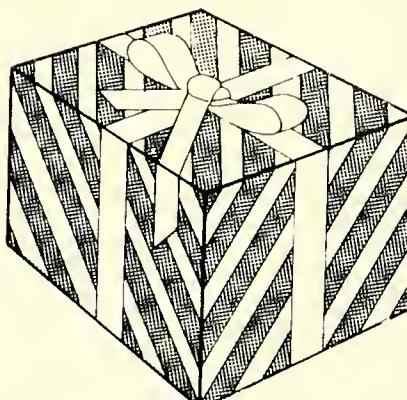
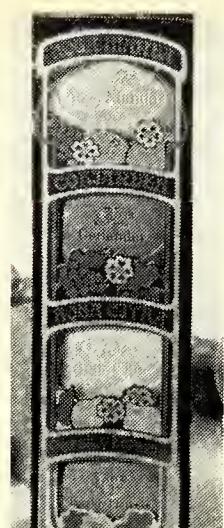
4. Courant perfume sets: talc and eau de parfum mist £2.50, dusting powder drum and eau de parfum mist £3.50, talc and eau de parfum mist with handbag atomiser £5.60. **Helena Rubinstein.**

5. Brut lotion and talc shaker £3.35, shaving bowl £3.50. **Faberge.**

6. Italian Marble gift soaps six tablet drum £0.85 and 4 tablet pack £0.57. **Christy.**

7. Donald Duck bubble bath £0.75, plus Disney figures in toilet soap £0.22. **Jean Sorelle.**

8. Hair decorations, from left to right: £0.20, £0.25, £0.16, £0.25, £0.30, £0.35. **Ravina.**



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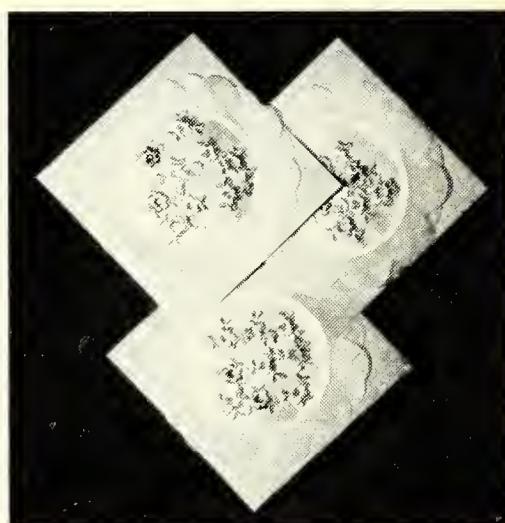
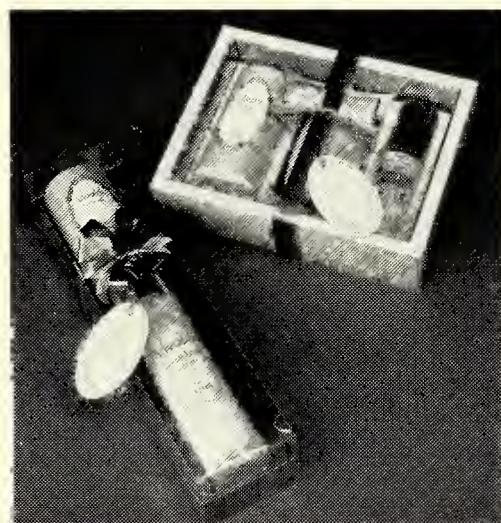
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1. Sikkim $\frac{1}{2}$ oz perfume £1.65, Magie talc £0.85 and handbag perfume £2.15. **Lancome**.

2. Bubble bath decanter in choice of fragrances £0.75. **André Philippe**.

3. Gift box with Aqua Manda and Aqua Citra soaps plus new additions of Coriander and Parsley flower soaps £0.56. **Goya**.

4. 500cc bubble bath. £0.49, pendulum bubble bath bottle £0.59, and 250cc bubble bath £0.29. **JN Toiletries**.

5. Fleurs du Monde parfum de toilette $3\frac{1}{2}$ oz £4.75, and Poudre pour les corps £6.20. **Faberge**.

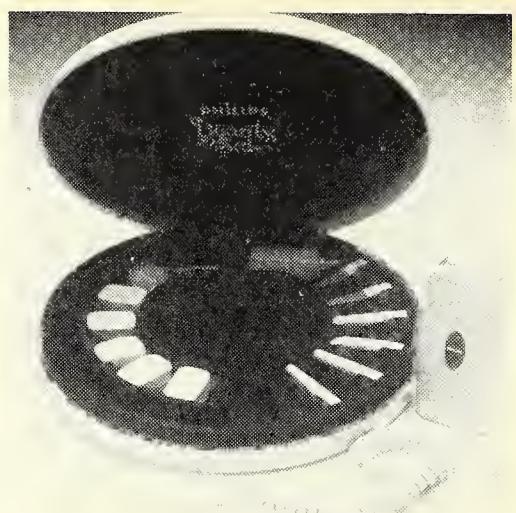
6. Vivaldi body talc with hand and body lotion £1.90 and Vivaldi body talc, bath soap and Vivaldi spray Cologne £2.45. **Cyclax**.

7. Embroidered sachets in Gardenia or Enchantment scents £0.55, display box of 24 available. **Taylor of London**.

8. Tabac after shave with soap £1.25, after shave, body talc and soap £2.25. **Eylure**.



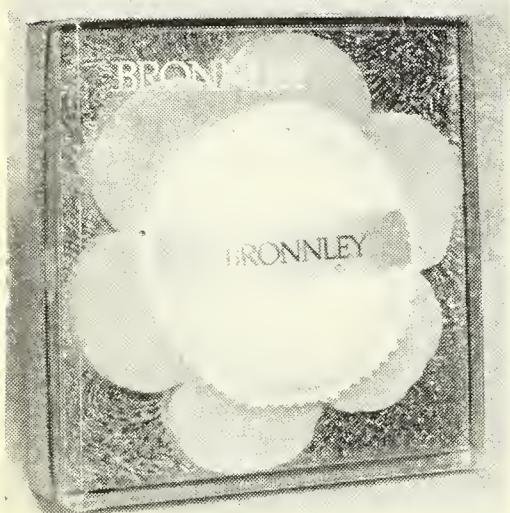
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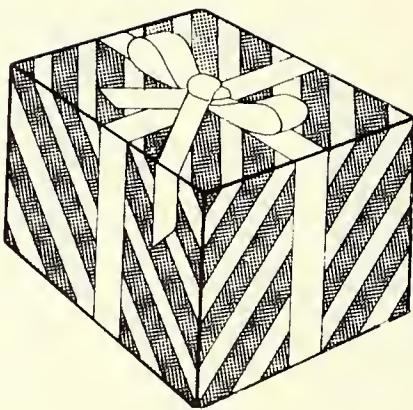
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1. Fougère Cologne spray £0.39, and tonic cleanser in decanter bottle £0.29. **Columbia Products**.

2. Beauty set which provides massagers, cream applicators, nail files, a cuticle pusher and a brush with nail buffer; new foil head for the Ladyshave Special £14.95. **Philips**.

3. After shave lotion and talc £1.35. **Shulton**.

4. Flower style sponge soap in rose geranium scent £0.65. **Bronnley**.



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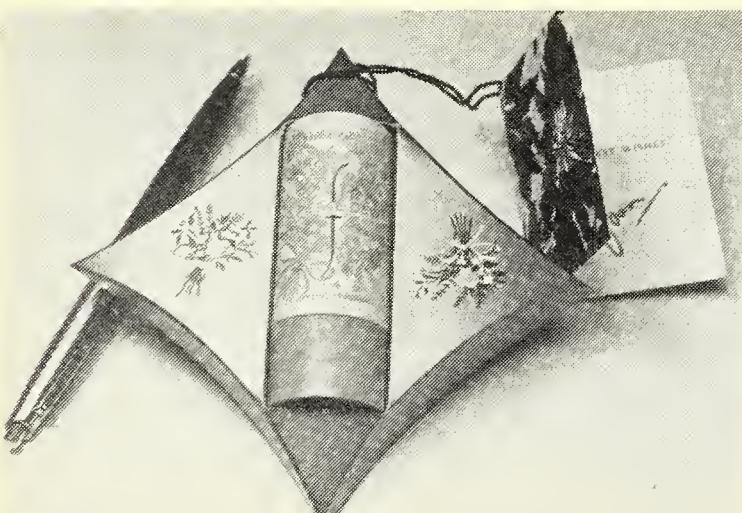
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5. Magnum of Zizanie de Fragonard for men £9.50, plus talc with soap set £2.60. **Faberge**.

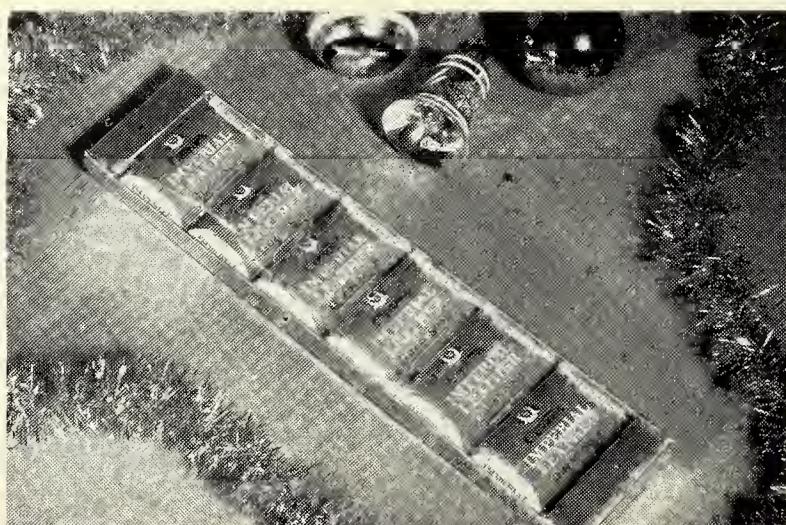
6. Memoire Chérié fragrance £1.44 and £2.20. **Arden**.

7. Frozoflor in pack £0.33½. **Demuth**.

8. Set of Imperial Leather guest soaps. £0.36. **Cussons**.



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Stock Badedas this Christmas and see what happens.

Christmas is a time for Badedas. With Gelee and Talc available in a combined pack they really do make the universal gift. And plenty of people will be enjoying a doubly mysterious and exciting time.



It'll make a happy new year for you, too—as far as profits go. Stock up now and let it happen.

Pharmaton

advertising

goes national!

Big sales success for Pharmaton Capsules

Pharmaton Capsules have already marked up such big sales that advertising need no longer be restricted to southern editions of the national press. The Pharmaton campaign now goes *fully* national!

High repeat sales

'Pharmaton Life is for living'—that's the message that brings your customers in for Pharmaton vitality capsules—and they keep coming back for more. High repeat sales earn you high profit.

Display to clinch sales

Space-saving counter cards and window display pieces carry dynamic Pharmaton message, clinch sales. From any representative or branch of Vestric (UK distributors of Pharmaton products).

Bonus offer

(available on *all* Pharmaton products. Pharmaton capsules, Pharmaton Skin Activater, Royal Bath Pharmaton, Hair Tonic Pharmaton).

Orders £5 and over (trade price) —

you get 7½% off normal trade prices!

Orders £10 and over (trade price) —

you get 10% off normal trade prices!

PUBLICATION	SPACE	SEPT.	OCT.	NOV.	DEC.	JAN.
Daily Telegraph	11" x 4 col. 8" x 3 col.	• •	• •	• •		
Sunday Express	11" x 4 col. 8" x 3 col.	•	• •	•		
Sunday Times	11" x 4 col. 8" x 3 col.	•	•			
Sunday Independent (Dublin)	11" x 4 col. 8" x 3 col.	•	• •	•		
Radio Times	½ page	•	• • •	•		
Country Life	½ page	•	•	•		
Illustrated London News	½ page		•	•	•	
Scottish Field	½ page		•	•	•	
The Director	½ page		•	•	•	
Management Today	½ page		•	•	•	
Good Housekeeping	½ page			•	•	•
Vogue	½ page		•	•	•	
Woman's Journal	½ page		•	•	•	
Harpers & Queen	½ page		•	•	•	



Pharmaton

Lugano, Switzerland

For further information on Pharmaton products, contact the Pharmaton Information Bureau, 6 Rosebery Road, London, SW2 4DI

Christmas Gifts 1973

KEY TO MANUFACTURERS

Agfa-Gevaert = Agfa-Gevaert Ltd, Great West Road, Brentford, Middlesex.
 André Philippe = André Philippe Ltd, 71 Gowan Avenue, London SW6 6RJ.
 Bronnley = H. Bronnley & Co Ltd, 10 Conduit Street, London W1R 0BR.
 Charles of the Ritz = Charles of the Ritz Ltd, Brook House, Park Lane, London W1Y 4EU.
 Christy = Thos. Christy & Co Ltd, North Lane, Aldershot, Hants.
 Columbia Products = Columbia Products Co Ltd, Sherbourne Avenue, Binstead, Isle of Wight.
 Coty = Coty Ltd, Great West Road, Brentford, Middlesex.
 Crookes-Anestan = Crookes-Anestan Ltd, 1 Thane Road West, Nottingham.
 Cussons = Cussons Sons & Co Ltd, Kersal Vale, Manchester.
 Cyclax = Cyclax Ltd, 65 South Molton Street, London W1Y 2BS.
 Dellex-Grosvenor = Dellex-Grosvenor Ltd, 71 Gloucester Road, Croydon, Surrey.
 Demuth = R. Demuth Ltd, Bear Lane, Farnham, Surrey.
 Dunhill = Dunhill Toiletries Ltd, St. James's, London SW1.

Elizabeth Arden = Elizabeth Arden Ltd, 20 New Bond Street, London W1A 2AE.
 Eylure = Eylure Ltd, Grange Industrial Estate, Llanfrechfa Way, Cwmbran, Monmouthshire.
 Faberge = Faberge Inc, Ridgeway, Iver, Bucks.
 Floris = J. Floris Ltd, 89 Jermyn Street, London SW1Y 6JH.
 Gala = Gala of London Ltd, Surbiton, Surrey.
 Goya = Goya Ltd, Badminton Court, Amersham, Bucks.
 Helena Rubinstein = Helena Rubinstein Ltd, 31 Davies Street, London W1Y 1FN.
 Innoxa = Innoxa (England) Ltd, Innoxa House, 436 Essex Road, London N1 3PL.
 Jacqueline = Jacqueline Sales division of Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland.
 Jean Sorelle = Jean Sorelle Ltd, 117 Great Portland Street, London W1N 6AH.
 JN Toiletries = J.N. Toiletries, division of Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland.
 Lancome = Lancome (England) Ltd, 14 Grosvenor Street, London W1X 0AD.
 L'Oréal = Golden Ltd, 18 Bruton Street, London W1A 1BX.

Max Factor = Max Factor Ltd, 16 Old Bond Street, London W1X 4BP.
 Norton = M. & R. Norton Ltd, 155 Merton Road, London SW18 5EG.
 Philips = Philips Electrical Ltd, Century House, Shaftesbury Avenue, London WC2H 8AS.
 Ravina = Ravina Ltd, 3 Barton Road, Water Eaton Industrial Estate, Bletchley, Milton Keynes, Bucks.
 Richards & Appleby = Richards & Appleby Ltd, Derby Street, Ormskirk, Lancs.
 Roger & Gallet = Roger & Gallet Ltd, 16 Lettice Street, London SW6 4EH.
 Rosedale = Fassett & Johnson Ltd, 19 Radford Crescent, Billericay, Essex.
 Scott & Bowne = Scott and Bowne Ltd, 50 Upper Brook Street, London W17 2AE.
 Shulton = Shulton (Great Britain) Ltd, Trevor House, 100 Brompton Road, London SW3 1EW.
 Solport = Solport Bros. Ltd, Portia House, Goring Street, Goring-by-Sea, Sussex.
 Taylor of London = Taylor of London, The Dean, Alresford, Hants.
 Wm Warner = William R. Warner & Co Ltd, Eastleigh, Hants.
 Wellcome = Wellcome Consumer Sales Division, Crewe Hall, Crewe, Cheshire.
 Wilkinson = Wilkinson Sword Ltd, Sword House, High Wycombe, Bucks.

HOUSEGLOVES PUT ON A GOOD DISPLAY

The growing interest which women are showing in hand care is providing chemists with greatly increased sales of a highly profitable line: housegloves.

The housegloves market has grown from less than £2 million at retail prices in 1964 to £5 million today. In the last year alone, sales of gloves through chemists have increased 8 per cent.

Why is the market so buoyant? "The main reason is growing awareness amongst women of the importance of protecting their hands while doing wet and dirty jobs around the home," says Ted Wallbutton, marketing planning manager for Marigold housegloves, part of LR Industries. "Increasingly, women have found that the simplest form of protection from adverse effects of detergents is regular use of housegloves."

Spreading

Although glove usage is spreading rapidly, preliminary research carried out on behalf of Marigold by a dermatologist suggests that the number of women suffering from hand conditions which require medical treatment could be as high as 10 per cent. But the majority of women have now got into the "housegloves" habit and in fact over half of all women now use them. Thirty million pairs are sold each year.

Another pointer to increased sales is the tendency for women to have more than one pair in use at one time, preferring to keep a separate pair for washing up and another for cleaning bathroom and laundry.

Better distribution and improved display have also helped and there has been an

increase in the number of special display units being used in chemist shops.

Marigold supply two types of unit. A free-standing display stand which occupies one square foot of floor space and holds six dozen pairs of gloves, and a unit specially designed to fit on standard shelving.

The on-shelf merchandising units have four display prongs on which the glove packs hang full-face. "The advantage of the unit is that gloves can be better displayed so customers can quickly recognise their type and size," says Mr Wallbutton. It therefore enables two display prongs to

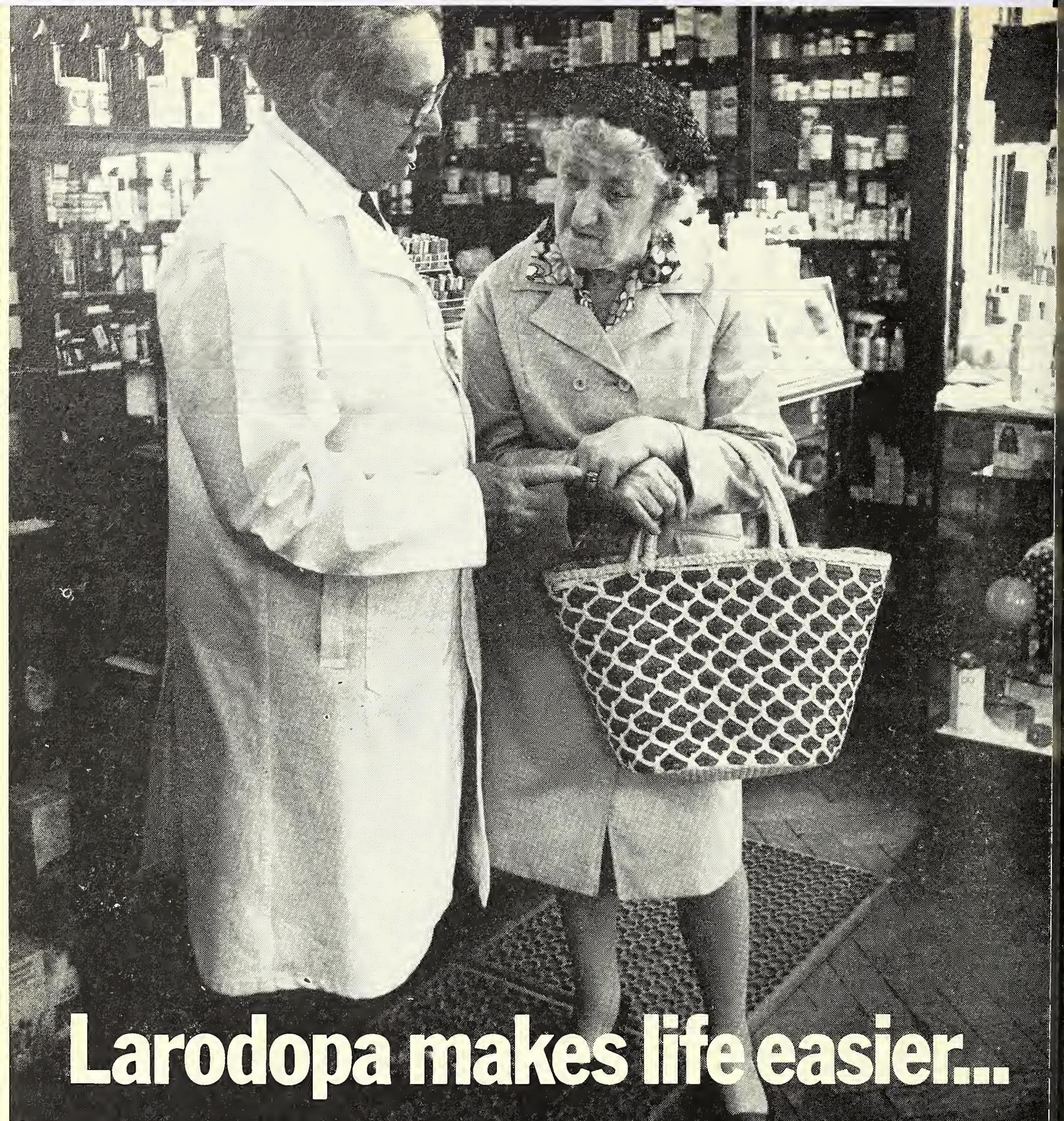
be devoted to medium and one each to small and large, thus lessening the risk of out-of-stocks.

A study of the effectiveness of these display units in chemist shops shows that they actually save space. When gloves are displayed in boxes or loose, they tend to become jumbled and spill over into adjoining sections.

Each on-shelf unit holds 48 pairs of gloves yet takes up only 18 inches of shelf space. At normal selling prices, one "filling" of a unit with Marigold Chic will provide sales of £10.32 and a profit in excess of £3.50.

The special merchandising unit from Marigold which displays gloves full-face to customers. Each unit holds 48 pairs of gloves and the unit takes up 18 inches of shelf space.





Larodopa makes life easier...

For you

Dispensing generic levodopa prescriptions means a fresh decision every time—it doesn't happen often enough to form a habit. But Larodopa is levodopa in a form that is convenient for you because the double scored 500mg. tablet will fit, simply, into any dosage regime: and, as Larodopa is the most economical presentation of levodopa, you will be fully reimbursed by the Pricing Bureau.

For the patient

Larodopa tablets are double scored and can be broken into halves or quarters, thus providing the versatility of dosage necessary for the effective management of Parkinsonism. Which means one less worry for a patient who has quite enough to worry about. Further information is available on request from: Roche Products Limited 15 Manchester Square London W1M 6AP.



Comment

Independents' loss

The revelation in the latest IPC Cosmetic and Toiletries Survey that an increasing proportion of women making purchases in chemists are, in fact, customers of Boots, comes as no surprise. However, it should provide a timely warning to independents, since it confirms the findings of other surveys carried out on sales figures rather than consumer habits.

The current issue of *Retail Business* showed that sales (of all goods) by the multiples had overtaken the independents. Multiple chemists and photographic dealers had sales of £268m in 1972 compared with £264m for independents—an increase in turnover for multiples of 17 per cent which was about double the increases made by independents.

The publication comments: 'Despite an excellent start to 1973 chemists will do well to maintain the 1972 rate of increase and the independents almost certainly will not.'

That is a gloomy prediction, and many independents may be inclined to retreat behind their dispensary screens and pray for manna from the Minister, rather than try to reverse the trend. Such a defeatist attitude will be bad, however, both for independent pharmacy and the service it provides to the public.

Last year, the Nielsen research organisation recorded "disappointing" growth in chemists' counter turnover, but complemented this with a study of 20 independents "whose counter service side is growing satisfactorily" (C&D, December 16/23, 1972, p 885).

The reports showed that success was likely to be highly dependent on the business expertise of the pharmacist, and featured competitive pricing, promotions and buying cheaply. The last three factors are among the benefits which several wholesalers are currently seeking to offer the independent, but there will be some chemists who are waiting patiently to see concrete proposals in this direction from the National Pharmaceutical Union.

There have been many behind-the-scenes difficulties in setting up the NPU's own voluntary trading organisation, but events elsewhere are moving so rapidly that the opportunity may be lost if an announcement is not made soon.

The independent pharmacist unquestionably cannot stand alone in today's market place. He urgently needs to know what support he can depend upon.

Unwanted waste

An unwanted medicines campaign that received from one source sufficient toxic material to kill half the population of an industrial city reflects the real urgency that exists for a national education campaign concerning the safe storage in homes, farms and factories of medicines and poisons. The final report of the Leeds unwanted medicines campaign (see p199) again confirms the findings in other areas where similar campaigns have been undertaken, that there are too many unused medicines in too many homes and that not only do such stocks represent a public hazard but also indicate a waste of public funds by either excessive prescribing by doctors or through patients not completing courses of treatment.

Pharmacists have shown there is a problem to be tackled. They have also suggested that prescribers should prescribe by period of treatment rather than by a quantity of tablets. That would no doubt help to reduce the sheer volume of medicine in circulation. It is time the Department took over from the Pharmaceutical Society and its Branches and other local agencies. What is required is a continuous education programme aimed at the public—by the DHSS. After all the Department has paid for most of the "unwanted" medicine—and it has also to pay for emergency treatment when medicines are used for self experiments that "go wrong".

Post Scripts

Cleaning up sport?

A happy "bonus" for Cussons in their Imperial Leather sponsorship of the World Pentathlon Championships (p204) is that they produce the carpet cleaner, 1001—and the competing athletes have to aim for 1,000 points in each event, this being the mark of "above average" performance. More than 1,000 points constitutes "excellence", a scoring point not missed by Mr Simon Cussons, chairman and managing director, at the launch Press conference.

However, it was drug-taking control in

the events that interested sports writers most. They were told that Professor A. H. Beckett, head of Chelsea School of Pharmacy, would be taking samples and testing for the "Olympic list" plus alcohol and tranquillisers. Previously there has been doubt concerning the testers' ability to be sure about the latter groups but, the conference was assured, Professor Beckett predicts that "some of those who thought they could get away with it will be very shaken". Another British Pharmaceutical Conference paper in the making?

Poem versus schistosomiasis

"Chairman Mao's poem consolidates victory over schistosomiasis"—that is the English synopsis of an article in the *Chinese Medical Journal*.

The article relates how the people of Yukiang in China eradicated schistosomiasis in 1958 after two years of struggle. When

Mao heard about it he wrote the poem "Farewell to the God of Plague".

Inspired by the poem, the people "overcame the arrogance which tends to follow victory" and went on to "repudiate the class enemies who were attempting to sabotage the work". For instance, one was caught red-handed trying to revive snails already buried by the commune members! Obviously the pen is mightier than the snail!

Pharmacists' role—by an employer

According to the *Sunday Telegraph*, August 12, Mr Charles Adams, director and general manager, Army & Navy Stores, says that the dispensary is closing down there because "pharmacists command high salaries and you need them there constantly to supervise every bottle of barbiturates that is sold by assistants over the counter".

Who is looking after the shop?

A personal viewpoint by M. E. Millward, BPharm, MPS

Mr Millward was elected to the Pharmaceutical Society's Council in 1969, with a promise to seek a more professional element in chemists' NHS remuneration, with the Society the negotiating body. He resigned 13 months later on taking up an appointment with the Department of Health—which effectively halted his "political" career. Earlier this year he joined Coventry & District Co-operative Chemists Ltd as superintendent pharmacist, however, and in this article Mr Millward is once again attacking the profession's leadership—or the lack of it.

This wonderful question, adopted with equal enthusiasm by both the inspectorate of the Society and the NPU, is prompted for me and for others by what has been happening in pharmacy of late.

For me, the pleasure of involvement in this profession is enhanced by memories of a recital of whistling in the dark given at Leeds three years ago by Mr J. Wright, consultant genius to the private pharmacist. The title of the rendition was "Splinter groups" and by implication the discomfort they were causing to the pharmaceutical body politic. I never replied to that meandering attack, and I do not propose to do so now. No doubt that these personal thoughts will not gain me the X-Rayser "seal of approval", but that dubious acclaim ever was the kiss of death. What I find so appealing is the idea of any erstwhile tactician choosing Leeds as a place to take the field.

Portents

At least hospital pharmacy is moving away from its image of second rate men with second hand formulas. For so long they showed all the resolution of a baby confronted by a ruthless and determined candy stealer. But eventually the bones were cast, and the entrails examined; and the answer was "Noel Hall". With Council determined to show its enthusiasm if not its competence, "Noel Hall" became fact, with few to wonder to themselves if perhaps the entrails so thoughtfully provided had not been their own. Since Boot's pharmacists alone outnumber the whole of the hospital pharmaceutical service, it would not seem to matter very much what the hospital service is prepared to settle for. But it does, for what happened to them is beginning to happen to retail pharmacy, and thus to the profession itself.

First the "low financial returns" and the "lack of a career structure" are hawked around by the seers and elders, while the negotiators can only express "considerable anxiety". Then the spreading of the idea of an independent inquiry, followed by the inquiry with its inevitable conclusion. Except that this time there will be no real question over the acceptance of the findings, because by April 1974, the Noel Hall appointees will have it all on a plate. Already there is talk of a twenty-four-hour service based on the hospitals and "making up the deficiencies of general practice". The Druids at the Elephant and Castle may be

coy now but take a close look at the Reorganisation Act. It's all there in the Linstead report and in the reports from Southgate.

Meanwhile the Society's Council is concerned at the lack of postgraduate attraction to industry.

One wonders if this small body of workers, for so long the backbone of the Saturday locum service, appreciate that a regionalised general practice with hospital based supplies and assistance obviates the need for nationalisation.

Of course it cannot possibly happen. But I remember at Leeds the disdain that was poured on the North East London suggestion of an elected Contractors Committee. Now it is happening.

In those days the finger was pointed at those who "rocked the boat" and it struck many that a boat which cannot take a bit of rocking is probably overladen with passengers and their luggage of yesterday's dreams. By early 1974 the boat will be rocking again, and it will be interesting to see who gets the blame this time for bad seamanship.

So to revert to the beginning, who is looking after the shop, and more importantly who is looking after those who are looking after the shop?

US News

List gives potential drug therapeutic inequivalence

A list of drugs with a potential for therapeutic inequivalence has been produced by an "ad hoc" committee of the American Pharmaceutical Association.

Published in a recent edition of the *Journal of the American Pharmaceutical Association*, the list is in three sections for high, moderate and low risk potential and was prepared from the information available from the literature. In the high risk category, the criteria used were documented evidence of inequivalence, and inequivalence which may lead to adverse drug effects. The drugs listed in the section include aminophylline (especially suppositories, enteric coated tablets and paediatric dosage forms), aspirin (when used in high dose levels particularly as

enteric coated tablets) bishydroxycoumarin, digoxin, diphenylhydantoin, para aminosalicylic acid, prednisolone, prednisone, quinidine, and warfarin.

Moderate risk drugs are those used in critical situations and "bioavailability inequivalencies" are known which may result in decreased therapeutic efficacy. They include amphetamines (sustained release ampicillin, chloramphenicol, chlorpromazine, digitoxin, erythromycin, griseofulvin, oxytetracycline, penicillin G (buffered) pentobarbitone, phenylbutazone, phenacetin, potassium chloride (solid dosage forms) salicylamide, secobarbitone, sulphadiazine tetracycline, and tolbutamide.

Low or negligible risk potential drugs are ones on which controlled studies were performed and no bioavailability differences were observed or the differences were not considered clinically significant. Listed in the section are: acetaminophen, codeine, ferrous sulphate, hydrochlorothiazide, ephedrine, isoniazid, meprobamate, penicillin VK, sulphisoxazole, and most drugs in liquid dosage forms (but not necessarily suspensions). The committee point out that categorisation as low risk does not imply absolute safety as any drug can be misformulated.

Doloxene a narcotic?

The US Bureau of Narcotics and Dangerous Drugs is calling for strict controls on propoxyphene (dextropropoxyphene) which it regards as a narcotic of which people have become habituated.

Marketed in the US by Eli Lilly & Co as Darvon (UK: Doloxene), the drug is only restricted to supply on a prescription at present. The Bureau, in a report issued in May, says that evidence has accumulated that propoxyphene is not as safe nor as addictive as was first believed, and that abuse of the drug is the cause of a growing number of deaths. A spokesman for Lilly said that the drug is an analgesic, not a narcotic, and that the evidence does not justify controls.

The Bureau report calls for the drug to be included in schedule four of the Drug Abuse Prevention and Control Act, 1970, which limits the number of repeats on a prescription and requires strict record keeping. Other drugs in the schedule include meprobamate, chloral hydrate and long acting barbiturates.

Food supplement labelling

Regulations affecting the identity, labelling, formulation and promotion of vitamins and minerals have been finalised by the US Food and Drug Administration. The US Recommended Daily Allowance is to be used as the official measurement of nutritional intake. It is specified for various vitamins and minerals for infants, children under four years of age, adults and children older than four, and pregnant or lactating women.

In general, if a food contains less than 50 per cent of the RDA, it is classed as a food, and nutrition labelling is required. If it contains 50 to 150 per cent of the RDA, it is classed as a dietary supplement and is to be labelled and sold as such. If 150 per cent of the RDA is exceeded, the labelling and marketing is to be as for a drug. High dose forms of vitamins A and D are to be restricted to prescription only.

Boots' 'increasing proportion' of cosmetic sales

"Of the vast number of women purchasing cosmetics and toiletries from chemists an increasing proportion of them were found to have visited Boots," states the latest IPC Cosmetic and Toiletries Survey.

In the sale of hair preparations the retail pharmacist has about two-thirds of the market with the exception of shampoos (46 per cent) and aerosols (40 per cent).

Boots sales of hair preparations were around half the total of all chemists. The only items in which the grocer including supermarket and the "bazaar" (Woolworth etc) presented serious competition were in shampoos and setting lotions (see table).

Since the series of surveys started in 1955, the report says, the market for hair preparations has seen few changes apart from a considerable increased usage in aerosol hair sprays; shampoo and setting lotion sales have been static.

Direct selling

Direct selling organisations would appear to hold a strong position in some face preparations and particularly in moisturising cream where they are credited with 34 per cent of sales against the all-chemists' share of 44 per cent. Cleansing cream, however, was mostly bought through the pharmacy—63 per cent including Boots' 36 per cent.

Among changes recorded are those in the bath additive field. Bath cubes, it seems, are declining in popularity, whereas bath salts, oils, essences, and foams are increasing, particularly among the young. They seem to be a popular Christmas present, as is shown by high usage figures for the fieldwork carried out in January-February. Again the use of fragrances is also increasing. "This must be allied to the deodorant market where the use of conventional deodorants has increased, rising from a figure of 69 per cent in 1966 to 75 per cent in 1973. Vaginal deodorants after several years of considerable growth, appear to have settled down to an average of 17 per

cent, although the figure for young magazine readers is as high as 31 per cent." The retail pharmacist has a 70 per cent stake of this specialised market and 57 per

cent of the other deodorant product sales.

In the sales of after-shave lotions and men's deodorants, it was found that 57 per cent of women had bought after-shave lotions and 15 per cent deodorants as gifts in the last 12 months. Almost half of these women had bought them as Christmas presents and almost a quarter for birthdays.

The report contains data relating to fieldwork carried out during each of four quarters from July 1972 to June 1973 and is based on interviews with more than 24,000 women between the ages of 13 and 64.

Copies of the survey cost £35 for the first and £5 thereafter from D. W. Trown, IPC Magazines Ltd, Long Acre, London WC2.

NI Health Services Board report

The cost of pharmaceutical services in Northern Ireland for 1972-73 rose by 17.7 per cent over the previous year, according to the annual report of the Northern Ireland General Health Services Board (£0.20). Part of the increase was due to an additional payment of arrears following the final settlement of a remuneration award to chemists, and increased rota fees. Gross costs of prescriptions rose by £1.3m and the number of forms dispensed went up by 156,000. The gross cost per form was £1.48, a rise of 15p on 1971-72. January forms—700,044—were the most ever.

The number of pharmaceutical contractors decreased by 17 to 551 and their premises went down by 18 to 591. A number of pharmacies closed because of damage as a result of civil unrest and some for economic reasons.

A total of 1,600 patients have been transferred from doctors' dispensing lists to prescribing lists as a result of 13,500 letters of inquiry sent to patients by the Board to ascertain if they still had difficulty in obtaining supplies from a chemist. The number of dispensing doctors fell by one to 60 in 43 practices and the number of patients on the dispensing lists was down 1,575 to 57,287. Gross fees paid to dispensing doctors went up by £18,421.

The number of appliance contractors fell by three to seven, operating from seven

premises, a drop of five. The figures are the lowest for appliance contractors and premises since 1948.

Of 91 tests on drugs and appliances carried out during the year, 87 cases were satisfactory. The remainder revealed small discrepancies in dispensing.

"Health centres offer chemists, dentists and opticians the opportunity to work in a good environment with their medical colleagues and other professional staff," states the report. In 12 health centres in operation, being actively planned or contracted, accommodation for pharmacists has been or will be provided. Rent rates and running costs for chemists are estimated at about £2 per sq ft a year.

More than one-fifth of all doctors on the Board's list—154—are now practising from 34 centres, an increase of 28 doctors and five centres, on the previous year. Construction of 12 further centres has been started, and seven more are to be put out for tender in the year.

□ Dr C. N. Moorehead, DPM, MRCPI, Shaftesbury Square Hospital, 116 Great Victoria Street, Belfast, has been approved by the Northern Ireland Ministry of Home Affairs for the purpose of Regulation 15(2) of the Misuse of Drugs (Northern Ireland) Regulations 1973, exempting him from the "own handwriting" requirement for a prescription for a controlled drug.

'Practice code' suggested for Irish non-pharmacies

A "code of practice" for retail outlets, other than pharmacies, selling medicinal products has been suggested by the Irish National Drugs Advisory Board.

In an effort to reduce aspirin poisonings, the board's annual report for 1972 suggests that medicinal products should be displayed in units not easily accessible to children and under the direct supervision of a shop employee. The Board also suggested to the Pharmaceutical, Chemical and Allied Industries Association that drugs available on free sale should have a label stating that the product is a medicine, should be kept out of the way of children; the container should be dark or opaque and "child-proof", and the number of unit doses per container should be limited so that the total dose if taken by a child would be less than a lethal dose.

Reports of 420 side-effects associated

with drugs were received by the Board in 1972, a 9 per cent increase over 1971. Drugs affecting the nervous system were associated with 27 per cent of the reports, and anti-infectives 26 per cent. Deaths of 17 people were recorded as associated with drug use—not an actual increase, but, rather better reporting. Four of five deaths associated with frusemide were due to profound electrolyte and water imbalance in patients taking the drug over prolonged periods without regular monitoring of serum electrolytes.

The Board examined 765 submissions for new and reformulated drugs in 1972, and increase over the previous year of 14 per cent. The number passed for marketing was 598, and 72 were passed for clinical trial. A total of 32 submissions were withdrawn, and 63 were still being considered at the end of the year.

Hair preparations: some market shares

	All chemists	Boots	grocer	bazaar
	%	%	%	%
shampoo	46	23	26	6
setting lotion	55	30	11	10
aerosol	40	19	24	10
dressing	63	31	6	5
bleachers	65	20	1	—
colourants	67	28	5	10

Sales of face preparations by outlet

	All chemists	Boots	direct sales
	make up	lipstick	mascara
make up	56	30	27
lipstick	54	27	21
mascara	54	31	18
cleansing cream	63	36	12
moisturising	44	26	34
skin food	57	31	16

Market News

DULL TRADING

London, August 15: The effects of the holiday season coupled with the high interest rates on borrowed capital meant a quiet week of trading in all sections of the market. There is little likelihood of business improving within the next few weeks according to market predictions.

A few crude drugs were marked up. These included balsams Peru and tolu dandelion root, senega and fennel and cumin seeds. Brazilian menthol again advanced and at £6.40 kg was up £0.55 kg. The normally large premium between Chinese and Brazilian material has now almost disappeared. Dearer in essential oils were camphor white, clove leaf, peppermint and eucalyptus.

Pharmaceutical chemicals

Amylobarbitone: 50-kg £3.75 kg; sodium £4.30.

Barbitone: 50-kg lots £2.65 kg; sodium £2.65.

Bismuth salts: £ per kg.

	12½-kg	50-kg	250-kg
carbonate	6.23	6.00	5.95
salicylate	5.03	4.80	—
subgallate	5.28	5.05	—
subnitrate	5.50	5.27	6.22

Brucine sulphate: £20 kg.

Butabarbital: 50-kg £5.35; Sodium £6.

Butobarbitone: £5-kg for 50-kg lots.

Catetene: (kg) Anhydrous and hydrate £2.68 kg.

Cantharadin: £75 per 100 g.

Chloral hydrate: 50-kg lots £0.75 kg.

Cinchocaine hydrochloride: £42.50 kg.

Cocaine: Alkaloid £222 kg; hydrochloride £202.75.

Subject to DDA Regulations.

Colchicine: £0.90 per g.

Cortisone acetate: £200 kg.

Dapsone: BP £3 per kg.

Dextromethorphan: Hydrobromide £110 kg.

Ephedrine: 100 kg lots per kg £14.95; hydrochloride £12.37; sulphate £12.76.

Ferrous gluconate: £733 metric ton delivered.

Fentichlor: 50-kg lots £1.73 kg.

Ferrous tumarate: £0.50 kg for 50-kg lots.

Ferrous phosphate: In kegs £493.50 metric ton.

Hydrocortisone acetate: £190 kg.

Iron ammonium sulphate: 100-kg £0.20½ kg.

Iron and ammonium citrate: (per metric ton) granules, 50-kg lots £650, 1-ton £620. Scales 50-kg £820; 1-ton £790; green £830.

Methadone hydrochloride: Subject to DDA Regulations £0.15 per g for 100-g lots.

Narcotine: Alkaloid and hydrochloride in 25-kg lots £15 kg.

Opiates: (per kg) subject to DDA Regulations.

	1 kg and over	Under 1 kg
	£	£
Codeine		
alkaloid	183.0	191.00
hydrochloride	156.00	164.00
phosphate	140.00	146.00
sulphate	156.00	164.00
Diamorphine		
alkaloid	212.00	223.00
hydrochloride	194.00	203.00
Ethylmorphine		
hydrochloride	179.00	186.00
Morphine		
acetate	164.00	171.00
alkaloid	202.00	211.00
hydrochloride	165.00	172.00
sulphate	165.00	172.00
tartrate	198.00	207.00

PAS sodium: £1.40 kg.

Pentobarbitone: 50-kg lots £4.85 kg for acid and £5.15 for sodium.

Phenobarbitone: 50-kg lots £3.74 per kg; sodium £4.23.

Pholcodine: 1-kg £198.36; 7-kg £189.20 kg; 60-kg.

Phthalylsulphathiazole: 50-kg lots £1.60.

Quinalbarbitone: Sodium and acid £5.35 kg for 25-kg lots.

Succinylsulphathiazole: 50-kg lots £2.40 kg.

Sulphacetamide: Sodium BP £3.34 kg for 50-kg lots.

Sulphadiazine: 50-kg lots £3.50 kg.

Sulphadimidine: 250-kg lots £2.95 kg; sodium £3.05.

Sulphaguanidine: BPC in 250-kg lots £2.13 kg.

Sulphamerazine: BP 50-kg lots £3.12½ per kg.

Sulphamethizole: BP 50-kg lots £3.65 per kg.

Sulphanilamide: 50-kg lots £1.40 kg.

Sulphaquinoxaline: Sodium, BVet C in 50-kg lots £4.38 per kg.

Sulphathiazole: 50-kg £1.83 kg.

Testosterone propionate: £110 kg.

Tetracycline: £10 per kg of activity.

Crude drugs

Aconite: Spot £1,350 metric ton; £1,250, cif.

Agar: Nominally £3.50 kg.

Aloes: (metric ton) Cape spot and shipment nominal; Curacao spot £750; shipment £720, cif.

Balsams: (kg) **Canada:** £4.70 nominal; shipment no offers. **Copaiba:** BPC £1.40 Para, £0.90. **Peru:** £2.40 spot. **Tolu:** BP £2.00 spot.

Bay leaves: £450 metric ton, cif.

Belladonna: (metric ton) leaves £320 spot; £315 cif. Herb £280; no cif. Root, £410 spot; £390 cif nominal.

Benzoin: BPC £55-£55 cwt spot; £49-£55 cif.

Buchu: Spot £2.10 kg; £1.95, cif.

Camphor: Formosan BP No offers.

Cardamoms: (per lb cif) Alleppey greens No. 1 £1.20; prime seeds £1.15.

Cascara: £490 ton, cif nominal.

Cassia: Lignea, whole £1,200 metric ton, cif.

Cherry bark: Spot £480 metric ton; £460, cif.

Chillies: Zanzibar £600 ton spot; Nigerian £375, cif.

Cinnamon bark: Seychelles £400 ton, cif.

Cinnamon quills: four O's £0.25 lb; quillings £0.19 lb, cif.

Cloves: (cif) Madagascar £1,620 ton; Ceylon £1,750; Zanzibar £1,780.

Cochineal: Tenerife black-brilliant £8.00 spot and cif. Peruvian silver grey £7.00 spot.

Cocillana: Spot £700 metric ton.

Colocynth pulp: Spot £720 metric ton.

Dandelion: Root £650 metric ton nominal.

Genitian: Root £600 metric ton spot; £585, cif.

Ginger: (ton) Cochin £325, cif. Nigerian split £355, cif, peeled nominal, Jamaican No. 3 £870; Sierra Leone £460, cif.

Gums: Acacia nominal. Karaya No. 2 faq £23 cwt. Tragacanth nominal.

Henbane: Niger £1,500 metric ton, cif.

Honey: (per ton in 6-cwt drums ex-warehouse)

Australian light amber £446.50, medium £436.50.

Canadian £470. Chinese light amber £430.

Hydrastis: Spot £4.10 lb; £4.00 cif.

Ipecacuanha: Costa Rican £1.70 lb spot; £1.65 cif.

Jalap: Mexican tubers £1,500 metric ton.

Kola nuts: West African £110 spot; metric ton £90, cif.

Laonol: Anhydrous BP minimum £1,000 kg £375 to £415; cosmetic grade £430.

Lemon peel: Spot £640 metric ton; £620, cif.

Liquorice root: (metric ton) Chinese £120 spot; £85, cif. Russian £120 spot, £80, cif.

Lobelia: New crop offers awaited.

Lycopodium: Indian £4.75 kg; Canadian £5.10 kg.

Mace: Grenada No. 2, £1,904 long ton, cif.

Menthol: (kg) Chinese spot £7.50; shipment £7, cif. Brazilian spot £6.40; £6.20, cif.

Nux vomic: £120 metric ton landed; £95, cif.

Nutmeg: Grenada 80's £1,120 ton, fob.

Pepper: (ton cif) Sarawak black £610; white £950.

Pimento: Jamaican £830 long ton, cif, nominal.

Podophyllum: Emodi (metric ton) £370; £350, cif.

Quillaia: £1,050 metric ton nominal; no cif offers.

Rhubarb: From £0.30 to £1.50 lb.

Saffron: Mancha superior £83 kg.

Sarsaparilla: Spot £1.18 kg; £1.14½; £1.16½, cif.

Seeds: (ton) **Anise:** China star £175 duty paid; shipment £135, cif. **Caraway:** Dutch £1,500 metric ton, cif. **Celery:** Indian £300, cif. **Coriander:** Moroccan £105, cif. **Cumin:** Indian £460, cif. Chinese £415 metric ton, cif. **Dill:** Indian, for shipment £195, cif. **Fennel:** Chinese £288, cif. Indian £310, cif. **Fenugreek:** Moroccan £160, cif. nominal. **Mustard:** £60-£180 spot.

Senega: Canadian £4.80 kg spot; £4.70, cif.

Senna: Alexandrian h/p £180 metric ton; manufacturing nominal.

Squill: White spot £340 metric ton nominal.

Styrax: £2.15 lb spot; £2.10, cif.

Tonquin beans: Spot £870 metric ton.

Turmeric: Madras finger £310 spot; £285 ton, cif.

Valerian: (metric ton) Indian £325 spot; £3.05, cif.

Waxes: Bees nominal. **Candelilla** £570 ton spot £545, cif.

Carnauba: prime yellow, spot £725 £675, cif; fatty grey £420; £415, cif.

Witchhazel leaves: Nominal.

Essential and expressed oils

Almond: Drum lots £0.61.

Amber: Rectified £0.29 kg spot.

Anise: No offers.

Bergamot: £1.50-£1.14 kg as to grade.

Birch tar: Rectified £3.50 kg.

Bois de rose: £7.50 kg, cif.

Buchu: English distilled £180 kg.

Cade: Spanish £0.50 kg.

Cajuput: £1.20 kg on spot.

Camphor white: £1 kg, cif.

Cananga: Java £9.20 kg spot.

Caraway: Imported £14 kg.

Cardamom: English distilled £95-£120 kg as to source.

Cassia: Chinese £4.00 kg spot.

Cedarwood: Moroccan £1.60 kg.

Celery: English £25 kg; Indian £18.

Cinnamon: Ceylon leaf £1.65 kg, spot; £1.55, cif. Seychelles leaf rectified £3, cif. Bark, BP, £2.20.

Citronella: Ceylon spot £1.85 kg; shipment common grade £1.55, cif.

Clove: Madagascar leaf £2.20 kg spot; £2.15, cif.

Cod-liver: BP in 45-gal lots £28.80 naked.

Coriander: £8.10-£9.00 kg as to grade.

Cubeb: English, distilled £17.00 kg.

Dill: From £6.00 kg spot.

Eucalyptus: Chinese £3.20 kg, cif. Oct-Nov.

Fennel: Spanish sweet £2.75 kg nominal.

Geranium: (kg) Bourbon £19.00; Congo £14.

Ginger: English distilled £45 kg; Indian £23.

Juniper: Berry £3.50 kg; wood £0.55.

Lavandin: £2.76 kg spot.

Lavender: French from £4.75 kg.

Lavender spike: £5.50 kg spot.

Lemon: Sicilian £11.70 kg spot.

Lemongrass: £2.90 kg; £2.50, cif.

Lime: West Indian £7.45 kg spot.

Mandarin: £5.85 kg spot.

Nutmeg: (per kg) English distilled from West Indian £15.75; from E. Indian £13.55. Imported £5.70.

Olive: Spanish £535-£545 metric ton, cif. Tunisia £560-£570. Spot £580-£590.

Orange: Sweet £0.46 kg spot.

Palmarosa: £9.50 kg spot and cif.

Patchouli: Spot £6.50 kg spot; £6.75, cif.

Peppermint: (per kg) Arvensis Chinese £3 kg spot £2.90, cif; Brazilian £2.80 spot and cif. America piperata firm at £7.50-£8 spot.

Pennyroyal: £2.75 kg on spot.

Pepper: English distilled ex black £35.50 kg.

Pimento: Berry £5.30 kg; leaf £4.60.

Petitgrain: Spot £7; cif. £6.60.

Pine: (kg) Pumillonis £1.75; sylvestris £0.51.

Sandalwood: Mysore £35 kg spot.

Sassafras: Not offering.

Spearmint: Chinese £7 spot; £6.30, cif. America £6.50—all per kg.

Classified Advertisements

Post to Classified Advertisements, Chemist & Druggist, 25 New Street Square, London, EC4A 3JA.

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Headings All advertisements appear under appropriate headings.

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Copy date 4 pm Tuesday prior to publication date. Advertisements should be prepaid.

Publication date Every Saturday.

Circulation ABC January/December 1972, 14,992.

Hospital appointments

WARLINGHAM PARK HOSPITAL Warlingham—Surrey

PHARMACIST

for PART-TIME duty at above Psychiatric Hospital. Attendance required 24 Hours weekly—Monday/Friday inclusive, (six sessions) £3.97 per session of four hours.

Further details on direct enquiry to Chief Pharmacist (UAO. 2101). Applications for all, or any single session, to Group Secretary, General Hospital, Croydon, CR9 2RH.

READING & DISTRICT HOSPITAL MANAGEMENT COMMITTEE

PHARMACY TECHNICIAN (£1,041-£1,425) for posts in new pharmacies offering wide experience in all sections of the departments including Sterile Products Dept. and Quality Control Laboratory. Apothecary Hall Certificate or City and Guilds equivalent. Accommodation available. Further details from Mr. E. A. Burton, Group Pharmacist, Royal Berkshire Hospital, Reading. Tel: Reading 85111, Ext. 302, to whom applications should be sent.

BASIC GRADE PHARMACIST REQUIRED. This post offers interesting and varied experience in a modern, well-equipped department which includes a Quality Control Laboratory and a Sterile Products Unit. The successful applicant will be encouraged to participate in research and formulation investigations in association with the Institute of Ophthalmology. Students nearing the end of their Pre-registration year are welcome to apply. Applications stating age, qualifications together with names and addresses of two referees to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London EC1V 2PD. Telephone 01-253 3411, ext. 309.

NORTH WEST SURREY GROUP HOSPITAL MANAGEMENT COMMITTEE

CHIEF PHARMACIST —CATEGORY II

Salary scale: £2,049-£2,580

The successful applicant will be in charge of the Pharmacy at Botleys Park Hospital, approximately 1,000 beds (Mental Handicap) with responsibility for two annexes containing a further 200 beds.

Application forms from: Hospital Administrator, Botleys Park Hospital, Chertsey, Surrey KT16 0QA.

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Group Pharmacy Deputy Chief Pharmacist V (Group)

Salary scale £2,049/£2,580 p.a. plus £126 p.a. London Weighting. Applications to the Group Secretary, King George Hospital, Eastern Ave., Ilford, Essex.

Situations vacant

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to call on our own retail Chemist accounts in E Anglia, N London and Kent. There is an excellent opportunity to develop business but the prime responsibility is to provide a good service to our established accounts.

- Excellent starting salary
- Generous incentives
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- Better than average expenses
- Good Pension scheme
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Applicants should write to the Personnel Officer
Minnesota 3M Laboratories
Morley Street, Loughborough,
Leicestershire, LE11 1EP

For sale

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists", £3.04. Full trade terms. Order by waist measurement from Manly Co., 23 Freshwater Parade, Bishopric, Horsham, Sussex. Telephone: Horsham 5426.

Stocktakers

"STOCKTAKERS required by National firm. Experienced or trainee. Substantial salary and full expenses. Fringe benefits. Age up to 55 years. Apply in own hand writing to Box No. 2169."

Please address Box No. to
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CHEMIST & DRUGGIST
25 New Street Square
LONDON, EC4A 3JA

PRODUCTION PHARMACIST

for subsidiary Company of WB Pharmaceuticals Ltd. A Pharmacist is req'd for an expanding pharmaceutical and cosmetic company. Responsibilities are technical supervision of production departments and the development of existing and new processes. The person appointed will be responsible to the Factory Manager.

Experience in the Pharmaceutical Industry is essential and the ability to work without supervision. Salary according to age and experience. 4 weeks holiday. Pension plan. Apply giving details of qualifications, experience etc, to

**Mrs. B. Baker,
Personnel Manager,
Harker Stagg Ltd.,
6 Argall Avenue,
Leyton, E10.
539 0615.**

Classified advertisements

Situations vacant

PHARMACEUTICAL EXPORTS

The Association of the British Pharmaceutical Industry will shortly have a staff vacancy on the export and international side of its work. The post carries excellent prospects for early advancement to a position of major responsibility in export promotion and in dealing with international problems facing the pharmaceutical industry.

The successful candidate should be between 30 and 40 and have had experience in the export or overseas side of a pharmaceutical firm. Pharmacy or other scientific qualifications and proficiency in French would be an advantage.

Initial responsibilities will include processing the work of the relevant committees of the association and assisting and understanding the present departmental head.

The salary and conditions of service will reflect the qualifications and experience of the person selected.

Applications marked personal and confidential to the Director, ABPI, 162 Regent Street, London W1R 6DD.

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GAMAGES
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EDINBURGH. Pharmacist required to manage small congenial retail business, A. H. Tod Ltd, 144 Dundas St. Good salary, profit sharing, car allowance. Apply to M. E. Fall, MPS, 20, High Street, Peebles, EC45 8SF.

OLD ESTABLISHED hairdressing sundriesmen shortly moving to new factory in S.W.9. require chemist to carry on production of present lines and produce new ones. Salary negotiable. Please phone Mr. Lawton, 01-274 9534.

Agents

AGENTS REQUIRED having personal connections to go-ahead Chemists, by leading manufacturers of Baby Shoes, offering a compact range specially presented as a Chemists' Sundry line. Box 2173.

Miscellaneous

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White Lion Square,
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Telephone: Hatfield 67314**

FASHION JEWELLERY — GENTLEMEN you can't sell perfume in a jam jar, it has to be elegantly presented. The same principle applies to FASHION JEWELLERY, our elegant displays all marked with retail prices inc. V.A.T. can be working for you within minutes of delivery and be a credit to your shop. Our huge range ensures lucrative profits through fast sales. Delivery on the spot no waiting. Contact: R. F. Vernon & Co., 36 Roman Road, Birstall, Leicester. Tel: 675327 S.T.D., Code 0533. NOW

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34 Shudehill, Manchester M4 1EY
Tel: 061-832 6564

Largest and most exclusive selection of Necklets, Brooches, Chainbelts, Dress Rings, Ear-rings (all types), Hair-Ornaments, etc.

Official appointments

SENIOR PHARMACIST HOME OFFICE, PRISON DEPARTMENT

Applications are invited from male or female registered Pharmacists aged 25 or over for appointment as Senior Pharmacist at Her Majesty's Prison, Holloway, London N7 and HM Prison, Wormwood Scrubs, Du Cane Road, London W12.

Salary scale £1,689 to £2,100 plus £111 per annum environment allowance, London weighting of £126 per annum is payable in addition. Starting salary above the scale may be allowed for previous National Health Service, Government Service or other comparable experience. Opportunities will arise for advancement to more senior posts.

A five day week is worked. The annual leave allowance is three weeks and 3 days rising to four weeks after ten years' total service, plus six public holidays.

Application forms obtainable from the Establishment Officer, Home Office, Prison Department (R 10/10 VDC), Portland House, Stag Place, London SW1.

For further information please telephone the Head Pharmacist, HM Prison, Parkhurst (Isle of Wight 3855).

Closing date: 3 September 1973.

Wanted

WE WILL PURCHASE for cash a complete stock of a redundant line, including finished or partly finished goods packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone Lawrence Edwards & Co. Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11 Tel: Park 3137-8.

URGENTLY REQUIRED, all items connected with old-fashioned Pharmacies—Runs of drug drawers, shop rounds, jars, etc. Complete interiors of pharmacies bought. Telephone Ashtead (Surrey) 72319 or write Robin Wheeler, 'Maplehurst', Park Lane, Ashtead, Surrey.

IN ADDITION Robin Wheeler is also most anxious to purchase specie jars of every kind and also old stocks of unused gilt paper labels for shop rounds.

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Tel: 01-485 6611

SHOPFRONTS and interior fittings by Chemist Specialists, WARWICK SHOPFITTING, 20 Rudd Street, London, SE18 6RS. Tel: 01-854 0343.

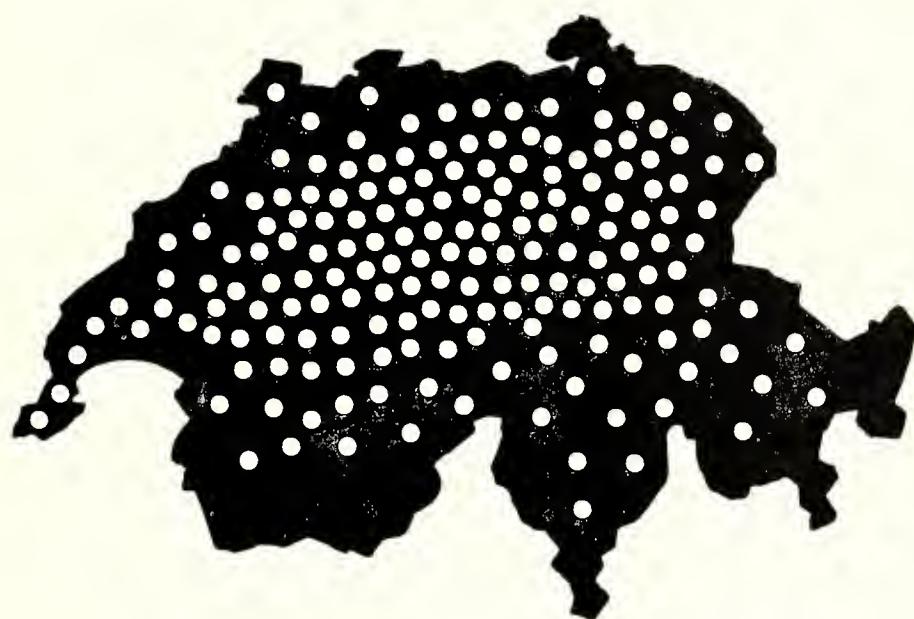
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